

## Bottomley sets targets to cut heart disease and cancer

BY JEREMY LAURANCE  
AND JILL SHERMAN

A STRATEGY to give Britons longer, healthier lives, with a particular emphasis on cutting deaths from heart disease and cancer, was unveiled by Virginia Bottomley yesterday.

The health secretary's white paper, *The Health of the Nation*, sets specific targets for reducing the number of people killed by lung, breast and cervical cancer, heart attack and stroke, fatal accidents among the young and elderly, and the number of suicides within the next 20 years. It also aims to halve pregnancies among girls under 16.

For the first time, health authorities will be judged in terms of lives saved or

### THE HEALTH OF THE NATION: THE MAIN TARGETS

- Cut deaths from heart disease and stroke among people under 65 by 40 per cent by 2000.
- Reduce the number of breast cancer deaths by 25 per cent and cervical cancer deaths by 20 per cent by 2000.
- Cut the suicide rate by 15 per cent by 2000.
- Reduce the number of men killed by lung cancer by 30 per cent and women by 15 per cent by 2010.
- Reduce the rate of fatal accidents among children under 15 and people over 64 by 33 per cent by 2005.
- Halve pregnancies among girls under 16 by 2000.

improved rather than on the number of operations performed. Describing the targets as "challenging but achievable", Mrs Bottomley said: "We have been adding years to life. The health strategy is about adding life to years."

The white paper marks the government's official recognition that policies in areas such as employment, housing, education and food have an impact on health. It

acknowledges that although the NHS is central, other organisations have a role to play in the nation's health. A ministerial cabinet committee covering 11 government departments will oversee implementation of the strategy, which immediately came under attack for failing to address poverty or to ban tobacco advertising.

Robin Cook, Labour's health spokesman, welcomed the government's decision

to opt for tougher targets than outlined in last year's green paper, but he said Mrs Bottomley had come up with "the right diagnosis but not the right prescription". There was no new initiative on sex education and not a penny more for family planning. The government had refused to introduce random breath testing or bring back free eye tests and dental checks.

The links between poverty and poor diet,

suicide and respiratory disease were missing from the white paper because the government would have had to admit that by increasing inequality it had increased ill health, he argued. Mrs Bottomley refused to admit that poverty was a single cause of ill health but accepted that "there is an association between a great number of social factors and health outcomes".

Turning to smoking, Mr Cook said it was the single biggest cause of preventable disease and demanded to know why the government was still ducking a commitment to banning tobacco advertising. Pressed by Liz Lynne for the Liberal Democrats on same subject, Mrs

Continued on page 20, col 1

White paper, page 11

## Europe set to send fleet to Yugoslavia

FROM IAN MURRAY IN MUNICH AND  
TOM WALKER IN STRASBOURG

EUROPEAN defence ministers are expected to agree tomorrow to send warships to the Adriatic to enforce sanctions against Serbia.

Archie Hamilton, the armed forces minister, will represent Britain at a meeting of the Western European Union (WEU), which will be held at the Helsinki summit of the Conference on Security and Co-operation in Europe (CSCE).

John Major announced yesterday that HMS *Nottingham*, a Type 42 destroyer, has been put on standby for deployment in the region, but Douglas Hurd made plain that British involvement would not go beyond that.

Speaking in Strasbourg, the foreign secretary said he envisaged "military action only in a humanitarian context". The deployment of warships, which would be largely symbolic since little illicit traffic reaches the so-called Federal Republic of Yugoslavia, made up of Serbia and Montenegro, by sea. It would, however, be matched by international pressure on Romania to stop supplying Serbia with oil, and possibly the stationing of United Nations observers in Romania. Bucharest has told the UN Security Council that it intends to enforce the embargo, but it will suffer about \$3 billion (£1.56 billion) losses this year as a result.

The WEU meeting to decide on plans for air and sea protection for relief convoys into Bosnia-Herzegovina by the lows the decision made by the Group of Seven industrialised nations on Tuesday to back the use of force to ensure that aid gets through. The WEU has no forces of its own, however, and Klaus Kinkel, the German foreign minister, said yesterday that NATO would be asked to help if the plan was implemented.

Mr Major made plain that no action could be taken until a new resolution had been passed by the security council. He said that to help log ships in the Adriatic to check if the sanctions were being broken. "For it to go further and stop and search, which conceivably could be at a later stage in the operation, would I think require a further UN

resolution," he said. The prime minister added that there was "very general resistance to the idea of putting in ground forces. There is not a proposition to put in land forces to fight on the ground in Yugoslavia."

The foreign secretary reiterated that Britain was "strongly disinclined" to use its ground forces in Bosnia. He said, however, that RAF support in an airlift to Sarajevo, the Bosnian capital, was possible if peaceful efforts were interrupted.

In general Mr Hurd withdrew from the strident language of the G7 statement, which suggested that European Community troops, may have to establish a land corridor to Sarajevo. "There's no plan to establish a land corridor. It's up to those who control the roads. There's no NATO or WEU plan," he said. However, he said: "The Italians were talking of moving in without a UN resolution."

President Bush's opposition to the use of ground forces was equally firm. "What we're interested in doing is moving forward to help. I've not committed US troops there, and nobody has suggested that NATO troops are going into that area. I have no plan to inject ourselves into a combat situation in Yugoslavia," he said.

HMS *Nottingham*, now docked in Gibraltar, may not take on the sanctions enforcement role. It is due to hand over to HMS *Avenger* in the next few days and the Type 21 frigate, armed with a 4.5 inch gun, SeaCat and Exocet missiles, and a Lynx helicopter, is likely to take on the duty.



Hurd: no plan to use troops on the ground



Rock steady: John Major, President Mitterrand, Boris Yeltsin, and Helmut Kohl pose Mount Rushmore-style at the Munich summit yesterday

## G7 agrees on aid for Yeltsin

FROM ROBIN OAKLEY  
AND IAN MURRAY  
IN MUNICH

THE G7 leaders yesterday backed Boris Yeltsin's reform programme after which he pledged that it would be irreversible by the time his presidency of Russia ended in 1994.

The G7 summit ensured that Mr Yeltsin did not leave the G7 plus 1 meeting empty-handed as Mikhail Gorbachev had done a year before by endorsing the unlocking of a billion-dollar credit from the International Monetary Fund and a generous attitude by the Paris Club to the deferment of the former Soviet Union's debt repayments.

After a three-hour meeting, Mr Yeltsin was given communal blessing of the G7 with Helmut Kohl, the German chancellor and host, talking of a "comprehensive and lasting relationship" between the G7 nations and Russia.

He dismissed suggestions that he could fall victim to a push from the forces of national communism, saying: "There is no basis for such fears because Russia is res- Continued on page 20, col 6

European theatre, page 14

## Tories to reform Sunday trading

BY PHILIP WEBSTER, CHIEF POLITICAL CORRESPONDENT

NEW laws aimed at sweeping away Sunday trading restrictions are expected to be framed by the government before the end of the year.

Kenneth Clarke, home secretary, is expected to rush forward the latest attempt to reform the outdated legislation after a European legal judgment yesterday paved the way for a clampdown on stores currently breaking the law.

Mr Clarke is expected to announce his plans in the autumn and introduce legislation early next year, risking confrontation with the opponents of relaxation who defeated Margaret Thatcher six years ago.

The Conservative party conference in October is ex-

pected to provide the launchpad for the reforms. The home secretary will act with John Major's full backing because yesterday's ruling, expected to be confirmed by the European Court of Justice in September, has given councils freedom to launch prosecutions against stores who contravene the confused mass of restrictions.

Some ministers were hoping that the ruling would go the other way and find that Sunday trading was a matter for EC law, effectively allowing the present free-for-all to go on indefinitely.

Yesterday's decision by the advocate-general of the Luxembourg court, means that there is now little alternative for ministers but to come

up with their own reforms. Mr Clarke, and his deputy Peter Lloyd, also a strong advocate of liberalisation, will act as quickly as possible, once the September ruling is out of the way, to prevent further prosecutions. Mr Major has called the present legislation bizarre.

They know that they are entering a minefield. The demise of the last government bill at its second reading was Mrs Thatcher's most serious defeat in her 11 years as prime minister.

But they believe that the change in the composition of the Commons, with many diehard Tory opponents having retired at the election, and the growing confusion surrounding the trading laws,

means that a new attempt at reform is now timely.

It is believed that Mr Clarke would prefer to scrap the 1950 Shops Act and allow complete deregulation. He Continued on page 2, col 1

## Girl, 9, allowed to defy French court

BY PETER VICTOR

THE appeal court has allowed a nine-year-old girl to choose to live with her mother in England, even though she was taken from her home in France contrary to a French court order. The judges said the girl's wishes should be paramount because she had argued her case in a "mature and rational manner".

The French court had rub-

ber-stamped a separation agreement between her parents, giving the English mother custody so long as she continued to live in France and allowed the French father access. But the mother brought the child to Britain failed in his appeal against a High Court ruling that the child should stay here. His lawyers yesterday described the judgments as frightening.

saying they drove a coach and horses through the Child Abduction Act.

Evidence in support of the strength of the girl's wishes was given by a welfare officer and accepted by Mr Justice Ewbank, who said the girl had put forward "a mature and rational view which seems to be based on genuine and cogent reasons".

Ruling welcomed, page 3

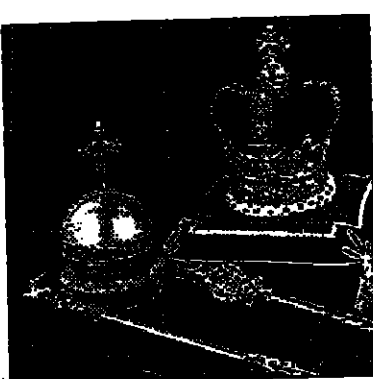
## Crowds drive Crown Jewels out of the dungeon

BY ALAN HAMILTON

THE Crown Jewels are to be rehoused because their fortified bunker in the basement of the Waterloo barracks at the Tower of London can no longer cope with the numbers of tourists.

David Mellor, secretary of state for national heritage, confirmed last night that the jewels would be moved to a new purpose-built exhibition centre on a ground floor of the Tower, to be ready by Easter 1994. The present display, opened in 1967, cannot deal with the visitors, who last year numbered nearly two million.

The £10 million centre, to be built above the present subterranean display rooms, is to be funded entirely out of box office receipts. Entrance to the Tower has risen to £6.40 per adult. In future visitors will be guided through an introductory exhibition



The Crown Jewels: not insured

explaining the history of the jewels, which although generally believed to be of great antiquity are in fact largely Victorian remodellings of earlier pieces. There are, however, some priceless individual stones, including

the Koh-i-Noor and pieces of the Cullinan diamond, and the Black Prince's ruby, reputed to have been worn in Henry V's circlet at Agincourt. The world's most valuable collection of jewellery has never been insured, because no one can calculate its worth.

The display will also include video footage of the state opening of parliament when the Queen wears the Imperial State Crown.

"This new exhibition will greatly increase the visitor's understanding and appreciation of these world-famous treasures," Mr Mellor said in a speech during a dinner to celebrate the reopening of the state apartments at Hampton Court Palace by the Queen yesterday. This follows a £13 million restoration project, the largest of its kind undertaken in Britain, to restore the apartments following the 1986 fire. The magnificently

reconstructed wing reopens to the public today.

While the Crown Jewels are given a new home, the Tower's other major museum is to move out entirely. Mr Mellor disclosed last night that the government would contribute £20 million towards moving the Royal Armouries, the collection of weapons and armour that occupies much of the historic White Tower, to a new home to be built at Clarence Dock, Leeds. That move would also be funded out of gate receipts and a matching private sector investment.

Moving the Crown Jewels to their new home will cause some security worries, but they have been stolen only once before. In 1671 the notorious Irish rogue Captain Blood snatched them from their previous home in the Wakefield Tower, but was apprehended and dropped the crown of England in the gutter.

### TODAY IN THE TIMES

#### STALKED BY THE ENEMY



The Japanese, who dominate world banking, trade and industry, take full advantage of our good manners. *Life & Times* Page 1

#### CHARMED BY THE DEMON



Tony Benn, last of the dissenters, wanted to be leader, but not at any price. *Life & Times* Page 5

#### SOOTHED BY THE PREDATOR



Young Senior, the Derby colt with an unenviable record, meets a Californian with winning ways. *Page 30*

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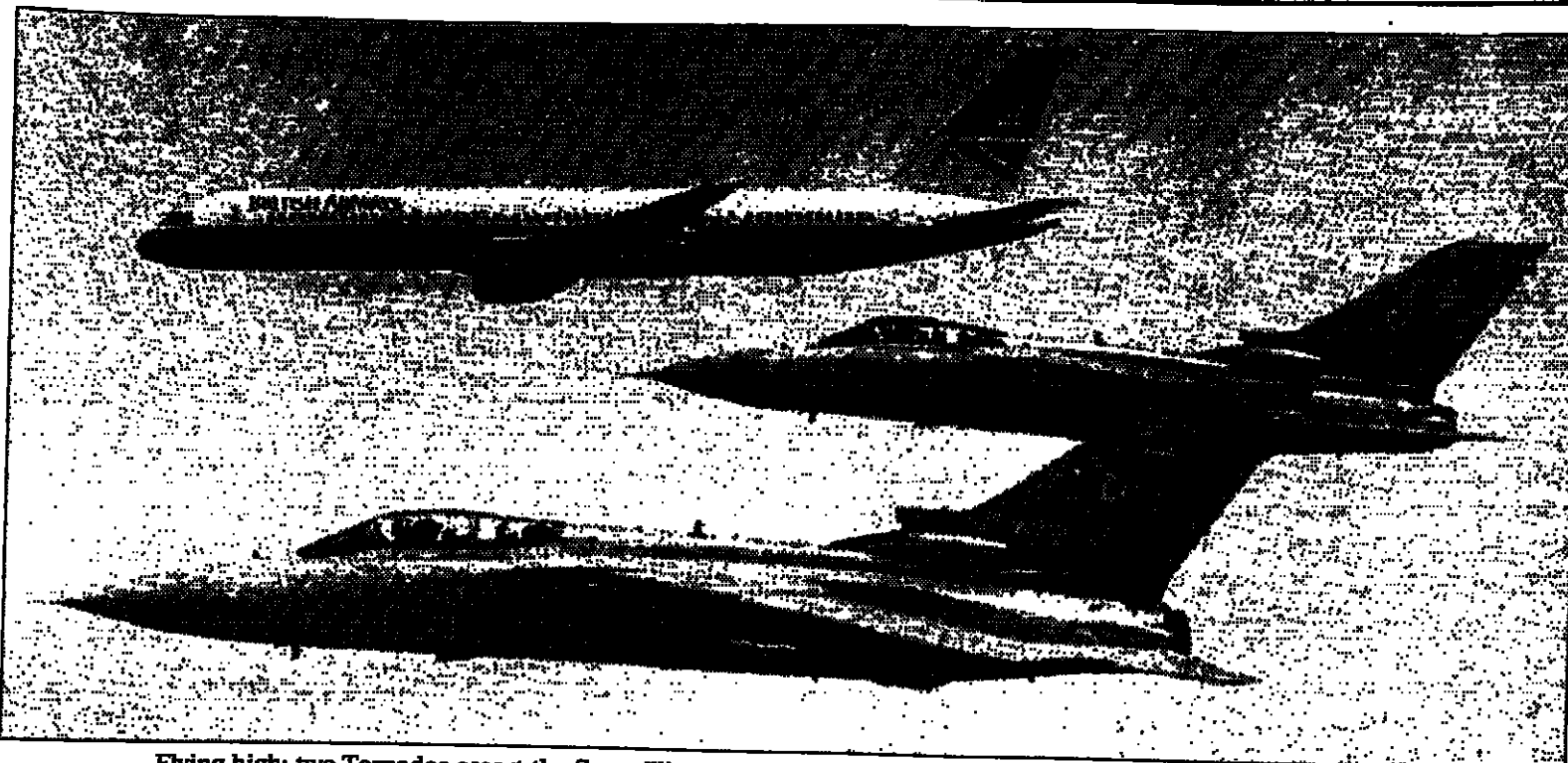


## RAF goes on escort duty

PASSENGERS on a British Airways jet had an RAF fighter escort as their Boeing 757 flew at 28,000ft yesterday from London to Newcastle.

On schedule at 1.15pm, two Tornados from 5 Squadron at Coningsby, Lincolnshire, "intercepted" flight BA 5950 north of Clacton, Essex. The airliner was the five millionth customer of the RAF's Eastern radar unit and yesterday's rendezvous was a special event to mark the occasion.

The radar unit is manned by the RAF at West Drayton, west London, as part of the National Air Traffic Service. When the service started in 1966 the team handled 50 civil flights a month. Now the figure is about 2,800.



Flying high: two Tornados escort the five millionth aircraft handled by the RAF radar unit at West Drayton

## Judge opens door to prosecution of Sunday trade shops

COUNCILS in England and Wales prepared to renew their purge on Sunday trading yesterday after a European Court judge refused to declare the Shops Act to be in breach of EC law.

The Advocate General of the European Court of Justice in Luxembourg, Walter Van Gerven, ruled it was for English courts to decide whether Sunday trading restrictions interfered with the right to free trade with the Community.

If, as is widely expected, the opinion is confirmed by the full court later this year, it will be up to the British government to overhaul the Sunday trading laws, something ministers had hoped to avoid.

In the meantime, the ruling will give fresh heart to the hundreds of local authorities who have delayed prosecutions of supermarkets and DIY stores pending a ruling by the European court.

Supermarkets said yesterday that they would continue to open on Sundays. A Safeway spokesman said: "The UK law remains confused and unclear. We will continue to accede to the clear and growing demand of our customers to shop on Sundays."

Last month, the House of Lords ruled that councils could seek injunctions to stop Sunday trading without having to give undertakings to compensate stores for lost profits. Yesterday's opinion was given on cases referred to

Frances Gibb, Douglas Broom and Tom Walker assess yesterday's European Court judgment

The European court by the House of Lords in which Stoke-on-Trent and Norwich city councils sought injunctions against B&Q, the DIY chain, alleging breaches of the 1950 act.

Both city councils described the Advocate-General's opinion as "a vindication of our actions in upholding the law". A joint statement said: "We are delighted with this move. Today's guidance to the court justifies the stance we have long adopted and will in due course rectify the wholly unsatisfactory state of affairs which exists in the English courts and which has allowed some retailers to trade at considerable profit in breach of the law."

The Advocate General said: "Legislation of a member state which prohibits shops from opening on Sundays pursues an objective which is justified under Community law."

B&Q, which had argued that the 1950 Shops Act infringed the right of free trade with the EC, said that there would be years of legal wrangling in the English courts if the European court followed Mr Van Gerven's decision.

## Shops law shake-up

Continued from page 1

accepts, however, that this may not be possible and that there might have to be replacement law providing safeguards for shopworkers and stipulating limits on hours and the size and type of shops that can open.

Mr Clarke also wants to announce his plans before a private member's bill to reform the law in a restrictive way comes before the Commons early in the new year. Ray Powell, Labour MP for Ogmore, has tabled a bill that

would prevent chain stores opening on Sundays and keep Sunday as a special day.

He and his supporters, who welcomed yesterday's ruling, will lead the fight against any general liberalising measure. David Alton, Liberal Democrat MP for Liverpool Mossley Hill, said: "The ruling means the big stores can no longer break the law with impunity. The government has been turning a blind eye. They had hoped the court would do their job for them but it has not obliged."

Tom Yellowley, chairman of the Association of Metropolitan Authorities' consumer affairs committee, said that in spite of yesterday's ruling the law remained unpopular and unenforceable. "We need urgent legislation which tidies up existing anomalies and recognises the public's preference for Sunday shopping but which also protects local residents and shopworkers," he said.

David Ramsden, the company's controller of retail services, said: "The shops act is a product which is past its sell-by date but sits unwanted and decaying on the shelf. Surely the responsibility for reform of this out-dated and unpopular act lies with the government."

The final verdict will not be given before September and it will then be for the House of Lords to determine the issue, taking into account the views of the European Court judges.

Yesterday's opinion effectively leaves it to national courts to determine the scale of disruption to intra-Community trade caused by Sunday closing, but makes clear that restrictions are justified "in proportion to the objective pursued".

The objective of Sunday closing, the British government argued in court, is to protect the cultural life of the nation and preserve "sociocultural characteristics" of work patterns.

Michael Schluter, director of the Keep Sunday Special campaign, said: "All EC countries, and many other countries as well, uphold the special nature of Sunday. This opinion merely confirms the massive pro-Sunday consensus and removes the smokescreen put up by B&Q and its wealthy friends."

William MacKay, chairman of the Association of District Councils' environment committee, said that the ruling would encourage councils to reopen cases adjourned pending a final decision.

Tom Yellowley, chairman of the Association of Metropolitan Authorities' consumer affairs committee, said that in spite of yesterday's ruling the law remained unpopular and unenforceable. "We need urgent legislation which tidies up existing anomalies and recognises the public's preference for Sunday shopping but which also protects local residents and shopworkers," he said.

New bill planned, page 1

## University graduates favoured over polys

BY JOHN O'LEARY  
EDUCATION CORRESPONDENT

YOUNG people are reading the market accurately in opting for university degrees in ever-increasing numbers while shunning training schemes, academics have found.

Researchers at Cambridge University and the London School of Economics found that university graduates earn substantially more than those from polytechnics. People who do not go on to higher education, however, do little to increase earning power by joining vocational training programmes.

Six years after graduation, those with university language degrees earn £3,600 more than polytechnic counterparts. The average university graduate's salary is £12,500 ahead of the polytechnic figure. Only in vocational subjects are polytechnic graduates better paid.

The study analysed the 1986 earnings of 2,788 people who graduated in 1980. High A-level scores carried through into top salaries for university graduates but had no discernible effect on polytechnic graduates' income. University graduates who attended independent schools earned most, with an average 16.5 per cent improvement on average incomes over the first six years in employment.

Martin Weale, an economist at Clare College, Cambridge, said: "The differences between the earnings of university and polytechnic graduates might be due to discrimination against polytechnic graduates by employers. It is possible that employers pay less simply because they believe that polytechnic graduates are less useful."

A second survey by two LSE professors and a research officer finds that students from unskilled households derive the greatest financial benefits from higher education. They stand to earn 25 per cent more than they could expect without a degree.

The surveys, which appear in the latest edition of the *Oxford Review of Economic Policy*, conclude that the financial benefits of taking a degree are not as great as the government has assumed.

## Major demands Docklands move

BY NICHOLAS WOOD, POLITICAL CORRESPONDENT

THE prime minister has ordered cabinet members to redouble their efforts to relocate civil servants at Canary Wharf or another site in the London Docklands.

The decision was taken at a cabinet committee chaired by Lord Wakeham, the Lords leader, after a first tangle of Whitehall departments found few takers for a move down river from Westminster.

Michael Howard, the environment secretary, has announced plans to transfer 2,000 officials from his department's headquarters in Victoria, which are to be demolished. He is studying Canary Wharf and three other Docklands sites.

But other Whitehall departments have strongly resisted the idea and John Major and Lord Wakeham have been forced to put more pressure on colleagues and their senior officials.

The disclosures came as Downing Street confirmed that the Canary Wharf administrators are trying to persuade the government to buy a building at Olympia & York's failed property development.

Ministerial sources said that the offer complicated the picture. While the government would be able to acquire a prime building at a bargain price, it would have to put the money up front. They predicted that in the light of the

tough public spending round, the Treasury would oppose the proposal.

A sale would make it easier for a new owner to find the promised £100 million private-sector contribution to the proposed £1.7 billion Jubilee line extension to Canary Wharf and enable work to start. However, ministers believe that the Treasury wants the project shelved.

In a further setback for Canary Wharf's hopes of trumping rival offers from the three other Docklands developers, the sources also disclosed that its rental costs were higher than those of its competitors. Ministers are aware that if they choose Canary Wharf they will have to justify their decision on value-for-money grounds to the Commons' powerful public accounts committee.

The second tangle for potential candidates for a move will concentrate on three prime targets — David Mellor's national heritage department, John MacGregor's transport department and Michael Heseltine's trade department. Mr Mellor is looking for a permanent home for his department but is said to be "hopping mad" and firmly opposed to a base in Docklands. Mr MacGregor is said to be dragging his feet even though his department does need to find new accommodation.

## Ulster talks will go on next week

BY SHEILA GUNN, POLITICAL CORRESPONDENT

TALKS on the future of Northern Ireland will continue in Belfast next week in spite of accusations of stories being leaked to the media, which slightly marred the third and final day of the London talks.

After bitter exchanges at the start of yesterday's session, Irish ministers are understood to have come under pressure to disclose how far they are willing to repeat or amend the republic's constitutional claim to Northern Ireland.

Although the Dublin team, led by the deputy premier John Wilson, has agreed that the claim can be discussed during the talks, sources close to the negotiations confirmed that little progress was made.

But representatives of the four main constitutional parties in Northern Ireland, and British and Irish ministers, appeared committed to continue the talks, the first involving all the parties since partition in the 1920s.

Outside Lancaster House yesterday Mr Wilson said the discussions had been very good. "We have had two and a half days of hard, thorough and committed work," he said. The chairman Sir Ninian Stephen, former governor-general of Australia, said that he was happy with progress.

James Molyneux, leader of the official Ulster Unionists, said that it was much too early to talk about possible resolutions to the troubles.

## Man charged with 1978 murder

An unemployed labourer was remanded in custody by Derby magistrates yesterday charged with the murder of Lynn Siddons, 16, who was found strangled and stabbed 41 times beside a canal 14 years ago. Michael Brookes, 47, of Orton, Peterborough, was accused of murdering the teenager from Derby between April 3 and 9, 1978. The girl's body was discovered in undergrowth next to the Trent and Mersey Canal at Barrow upon Trent, Derbyshire, six days after she disappeared from the home she shared with her grandmother in Salford, Derby. Roger Exley, for the Crown Prosecution Service, asked for Mr Brookes to be remanded in custody. Simon King, for Mr Brookes, applied for bail for his client but after an adjournment the magistrates said they had decided to refuse bail. Mr Brookes appeared in the dock for the 40-minute hearing handcuffed to a police officer, but he did not speak. Reporting restrictions were not lifted.

## UDA admit killing

The legal loyalist paramilitary organisation, the Ulster Defence Association, said yesterday that it killed Cyril Murray, 51, a retired Roman Catholic primary school teacher. It claimed he had helped in the targeting of Norman McKeown who was killed by an IRA booby-trap bomb at Dundonald near Belfast in October 1988. Mr Murray died early yesterday morning when three masked men burst into his home in east Belfast and shot him. Senior police sources dismissed the UDA allegations about Mr Murray and said they believed the UDA's first killing in 10 weeks was purely sectarian. John Alderdice, leader of the Alliance party who is taking part in the talks at Lancaster House in London, said Mr Murray's killers were trying to create a climate of fear, distrust and suspicion.

## Doctor stole clothes

A Greek doctor caught shoplifting in London within 48 hours of his arrival was told by a magistrate yesterday: "The sooner you go home the better. And I hope very much that you do not come back." Mr John Nicholas, stipendiary magistrate at Marlborough Street court, fined Ioannis Kalogeropoulos, 30, a radiologist, £150 with £25 costs and ordered him to pay the money immediately or spend a week in custody. Kalogeropoulos admitted stealing a £5.99 belt from Debenhams in Oxford Street on Monday and a £45 shirt from Selfridges. He had £300 cash in his wallet at the time. Mr Nicholas told Kalogeropoulos: "It is quite disgraceful. A professional man who arrived in this country on Saturday and within 48 hours you were stealing, and then calmly expect to be able to leave 24 hours after that. I'm not sure that you should, but it's probably in the interest of the British taxpayers that you do leave — and the sooner the better."

## London transport aid

Government attempts to ease London's transport difficulties were given a boost yesterday with the creation of a working group responsible for improving the co-ordination of public transport. The group, to be chaired by Steven Norris, the junior transport minister, will include representatives from all rail, tube, and bus operators, as well as passenger committees.

## Sea search called off

A rescue operation for the occupants of a small fishing boat found drifting unpowered in the Bristol Channel was called off last night after coastguards were told that the vessel was adrift from Tenby, Dyfed, last weekend. Coastguards had not been informed that *The Springbok* was missing and the discovery of the boat off Lundy Island yesterday prompted an air-sea search over 300 square miles of the Channel.

## Coast strategy agreed

The government is to move towards a national strategy for the coastline. It announced yesterday that it accepts the need for a national coastal policy to reconcile the increasingly conflicting demands from development pressures, tourism and recreation, fishing and nature conservation. The announcement came in a formal response to a report from the Commons select committee on the environment, which took the government to task for the confusion it said existed in coastal zone planning. The government will encourage management plans for vulnerable areas such as estuaries, and is to consider the extension out to sea of the planning system, currently reaching only to the shore line, which would make possible local authority control of water sports and pleasure craft, as well as activities on the seabed.

## £4.1m for Rembrandt



A Rembrandt portrait owned by Lord Rosebery sold for £4.1 million at Sotheby's in London yesterday to a millionaire collector from Milwaukee, Wisconsin, who is building a collection of seventeenth century Dutch pictures. The portrait of Johannes Uytenbogaert (detail, left) had been in the Rosebery family for 130 years and was sold to finance repairs and improvements to Dalmeny House, the family home near Edinburgh. The picture had been on a world tour before the auction.

## Pill death warning

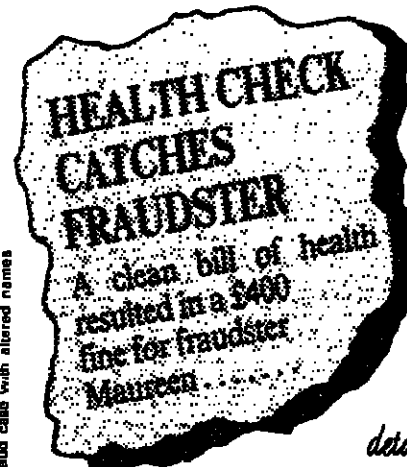
A coroner is to ask the health department to warn all doctors and hospitals of the dangers of paracetamol following the death of a woman from liver failure after she took about 20 tablets of a type of Anadin for a headache. Michael Collicott, the Northampton coroner, heard that doctors at Northampton General Hospital who treated Jayne Brookes, 22, a shop manager, consulted a pharmaceutical directory that paracetamol. In fact there were five kinds of the painkiller tablet and some did contain it. A verdict of accidental death was recorded. Ray Daniels, a consultant at the hospital, said he had since contacted the British National Formulary, which publishes a guide for doctors. Details about Anadin brands would be included from October.

## Six million visit park

More than six million people visited the Yorkshire Dales National Park in the year to the end of March, spending an estimated £45 million, and supporting 1,850 jobs in the area, a survey by FA Cambridge Economic Consultants has shown. August was the park's busiest month, with almost 1,200,000 visitors, more than 80,000 of whom were there on August Bank Holiday. Cars made up nearly 98 per cent of all the vehicles in the park for leisure purposes and carried 86 per cent of visitors. Brian Handley, director of the park, said yesterday that the results would be used to plan visitor management to avoid overcrowding, to ease the strain on the most popular areas and to extend the season where possible.

## MAUREEN'S STORY

"I never guessed the insurance company would check up on my claim. It was only for £900. I found it quite easy to prepare bogus invoices from my doctor and specialist, for treatment I never had. But I must have got the medical details wrong. They were soon on to me and the claim was carefully checked and found to be made up. With the insurance evidence the police prosecuted and I've now got a criminal record."



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## Shaughnessy murder trial

## Husband spent eve of wedding with lover

THE husband of Alison Shaughnessy admitted yesterday that he had spent the night before his wedding with the lover who is charged with stabbing his wife to death.

John Shaughnessy told the Old Bailey that he did not have sexual intercourse with Michelle Taylor. He said that they were in separate beds in his co. Kilkenny hotel room and that Miss Taylor had gone back to her own room after waking up on the day of the wedding in June 1990.

Mr Shaughnessy also told the court that he had played no part in his wife's death. On his second day in the witness box, he said that Miss Taylor had come in to his hotel room on the eve of his wedding "for a chat. It was pretty late. We had not had a chat before because there was a very large crowd in the reception," he said.

Richard Ferguson, QC, defending Miss Taylor, said: "I put it to you, you had sex with her on the morning of your wedding." Mr Shaughnessy replied: "No." Mr Shaugh-

nessy admitted having sexual intercourse with Miss Taylor intermittently before his wedding but said he could not remember when the last occasion had been.

He wept as he denied any involvement in his wife's death. John Nutting, for the prosecution, then asked: "Did you murder her by knifing her 54 times in her body?" Mr Shaughnessy replied: "No."

The court has heard that Mr Shaughnessy continued the affair after his wedding. Miss Taylor, 21, and her sister Lisa, 18, both of Forest Hill, southeast London, deny murdering Mrs Shaughnessy on June 3 last year. The prosecution claims that Miss Taylor hatched a plot with her sister and then stabbed Mrs Shaughnessy 54 times in a jealous rage at her flat in Battersea, southwest London.

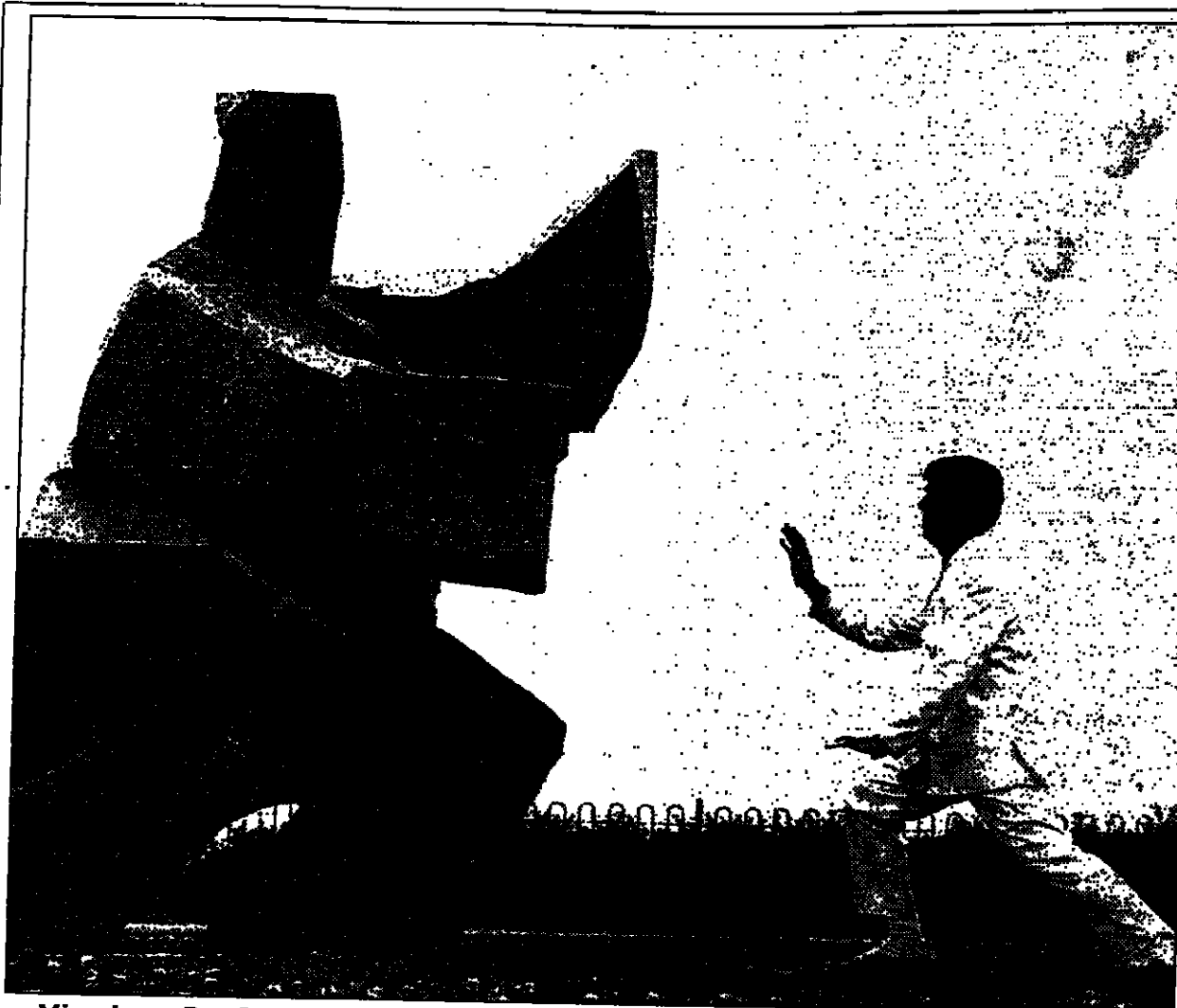
Mr Shaughnessy was asked by Baroness Mallett, QC, for Lisa Taylor, whether he had had sex with any other women during his marriage. He said he had not. Asked if

anyone had stood to benefit financially from his wife's death, he replied: "Certainly not." There was no insurance cover on her life, he said, but he conceded that as next-of-kin he had received an £18,000 pension.

Joan Williams, a credit controller at the Churchill clinic in south London where Mr Shaughnessy worked, said that she had feared that Miss Taylor's infatuation would "end in tears". In a statement read to the court, she said: "Michelle was constantly talking to him and was spending a lot of time on the phone to him — far more than appeared necessary for work purposes."

"She went to lunch with him and to exercise classes... I felt it was not going to end happily for Michelle because John was obviously going to marry Alison." When the liaison continued after the wedding, Mrs Williams told Mr Shaughnessy's chief in the hope he would get him to "cool it".

The trial continues today.



Mirror image: Peter Warr, an expert in the Chinese meditative practice of taichi, performs in front of a massive bronze depicting his routine by the Taiwanese artist Ju Ming, on show at Milton Keynes, Buckinghamshire

## Dispute threatens legal aid service

The Law Society's new president tells Frances Gibb his aims for his year in office and fears for the profession

THE incoming president of the Law Society warned yesterday that if the government presses ahead with present proposals for standard fees in magistrates' courts solicitors would stop providing a legal aid service.

Mark Sheldon, 61, who takes over as head of the solicitors' professional body today, said: "I do not believe standard fees as proposed for magistrates' courts are the right way forward. I am worried that if the Lord Chancellor and Mr Taylor [the new Commons minister for legal aid] push these through, the profession is going to dribble away from providing legal aid."

Mr Sheldon, who as senior partner of the City firm Linklaters is the first Law Society president from a big London firm for ten years, indicated there was now an urgent need for creating a pay review advisory body to assess fair rates of pay for publicly-funded work. Without such a body, which could recommend what levels of pay were fair, confrontation between the government and the profession was always likely.

Outlining priorities for his year of office, Mr Sheldon said that top of his agenda was "trying to keep together a properly remunerated service which delivers legal aid where it is needed". He said he wanted reforms to cut the costs of civil litigation and to simplify procedures.

Mr Sheldon said, whose background is in commercial and tax law, added that he wanted to ensure that the profession remained a "one profession profession", representing all solicitors, whether in the public sector or private practice, and whether one-man firms or members of large firms.

At its annual general meeting today, the Law Society will face criticisms that its council is dominated by big City firms and does not represent the small practitioners. Yet at the same time, many big City firms often say the society does not represent their concerns.

Mr Sheldon rejected both criticisms and said that the society did and could represent all parts of the profession. "Although the ways in which solicitors practise are varied, and it is a very broad church, it is still one church."



Sheldon: profession is a very broad church

## Shuttlecock feud ends in court

A row over a shuttlecock which was knocked into a neighbour's garden ended in Oxford Crown Court yesterday when Lionel Sime was fined £250 after he admitted using threatening behaviour.

Sime, 36, of Newbury, Berkshire, climbed over the fence and scuffled with Brian Simmons. Their families had feuded since their teenage daughters quarrelled two years ago.

## Tourism up

The total value of tourism to Scotland rose by 5 per cent last year to £1.74 billion, according to the Scottish Tourist Board, which reported published yesterday. An upsurge in domestic holidays sustained the industry in a difficult and volatile year, the report said. The value of overseas tourism was unchanged from the £550 million in 1990 after growing for the previous seven years.

## Costly stench

The stink of boiling chicken and turkey remains, says Michael Blake, £22,500 in fines and costs yesterday. Colchester magistrates were told he also left skips of remains uncovered for days at Withers Farm, Mount Bures, Essex. Blake, 61, admitted failing to comply with an abatement notice and a nuisance order. The court was told neighbours formed a protest group with the title Nose.

## Preacher guilty

Stuart Wheeler, 52, a preacher from London who recited loudly from the Bible and gesticulated at a war veteran after the Queen Mother unveiled the Bomber Harris statue, was convicted of disorderly conduct and given a six-month conditional discharge.

## Oil slick threatens colony of rare terns

BY PAUL WILKINSON

A COLONY of rare little terns is threatened by illegally dumped fuel oil that has formed a 12-mile slick along the shoreline in Cleveland and is expected to spread further south.

The breeding ground on the foreshore at South Gare near Redcar has been used by the terns for most of this century, but the position of their nests in shallow trenches scraped in the sand and shingle at the waterline makes them especially vulnerable. Already this month high tides have washed away almost half of the 30 nests estimated to be at the site.

David Hirst, regional officer for the Royal Society for the Protection of Birds, said: "Not only is the little tern's nest site under threat if the oil comes ashore, but the bird can be fouled as it dives into contaminated water when feeding its eggs."

Other wading birds arriving for the breeding season around the Tees estuary are also at risk. "The site is an internationally important one for waders, all of whom feed along the water line

where the oil is coming ashore. Fortunately, most of the birds are not due until later this month," Mr Hirst said.

The National Rivers Authority, which has responsibility for coastal pollution, said that the oil had been dumped either by a ship emptying its bilges or a tanker cleaning its tanks at sea. Both actions breach international law which compels skippers to retain oil residues for disposal on shore.

John Ritson, of the authority's Northumbria region, said: "It could have come from any one of a dozen ships and the culprit is probably long gone." Samples of the thick, gummy globules washed ashore are being analysed to try to find the ship responsible.

The slick was first reported on Monday off Hartlepool, north of the Tees. Beaches from there to Saltburn near the county boundary with North Yorkshire have since been contaminated, and local authorities have begun a clean-up operation.

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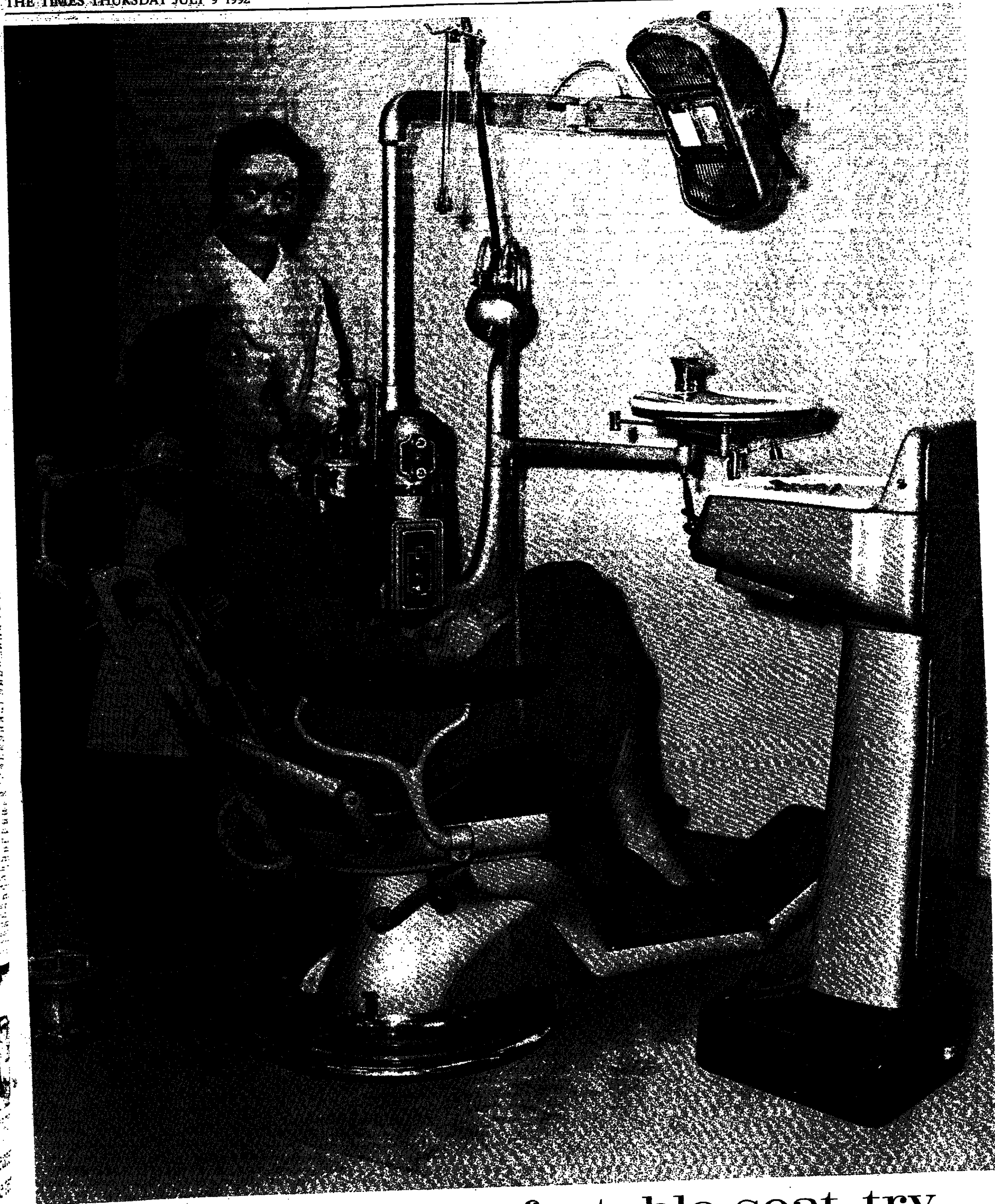
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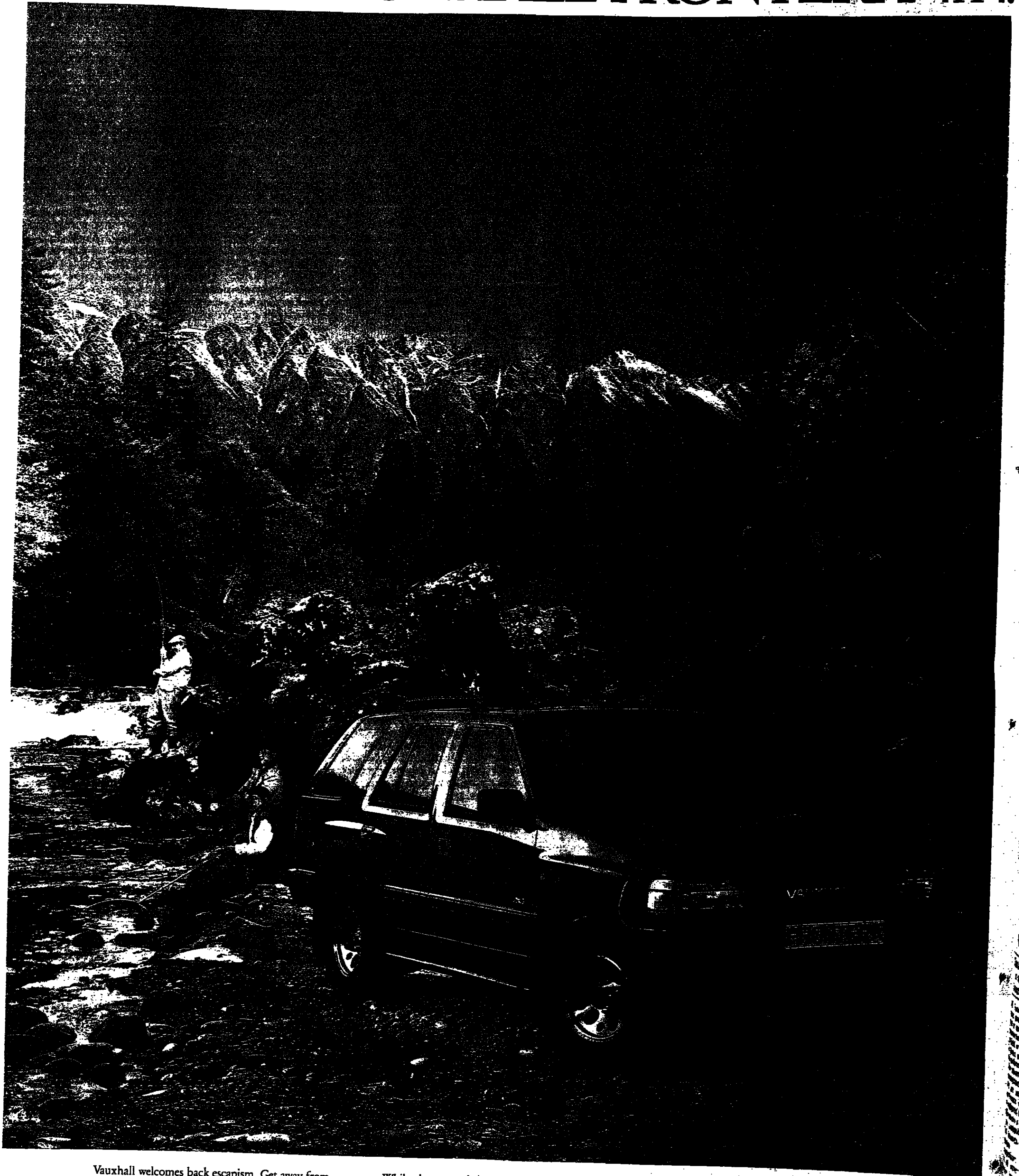
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## Home Office orders closure of immigrant advice group

By RICHARD FORD, HOME CORRESPONDENT

BRITAIN'S immigrant advice agency has been ordered by the government to close in six months after disarray and faction fighting.

The government told the United Kingdom Immigrant Advisory Service yesterday that it would stop providing funds unless the organisation created an acceptable interim management committee to run its affairs until the end of the year.

During the next five months a committee will prepare proposals for a new organisation to replace UKIAS, which represents those who have rights of appeal under immigration legislation. The committee, which will be chaired by Humphrey Malins, formerly Conservative MP for

Croydon North-West, will include members from outside government in an attempt to reassure ethnic minorities that it will be independent of the Home Office.

The government's intervention comes after the failure of UKIAS to adopt a new constitution to draw more ethnic minorities into membership, prohibit financial conflicts of interest and prevent members of the executive meddling in day-to-day management.

Charles Wardle, a junior Home Office minister, said yesterday: "We cannot go on funding a group in visible disarray. There has been chaos and confusion."

He had had reports of acrimonious meetings of the executive and general council of UKIAS and the government had decided it was time to form a new organisation to take on UKIAS's work. "The service was beginning to fall down because of the disarray. Counselling staff were failing to turn up to represent clients," he said.

The decision comes only 12 months after Kenneth Baker, then home secretary, described UKIAS as an "excellent organisation". At that stage he wanted to abolish legal aid for immigration issues and turn UKIAS into the monopoly supplier of advice. That proposal was withdrawn during the committee stage of the asylum bill, which was dropped when the general election was called.

As Home Office alarm over the trouble at UKIAS mounted, ministers stripped it of its responsibility for the legal protection of asylum-seekers. It also began to fund it on a month-by-month basis, hoping that would force the 13-member executive council to address the organisation's difficulties. The service has been receiving funding of £100,000-£111,000 a month. Most of the 80 staff and property in nine centres are likely to be taken on by the replacement body.



Wardle: "We cannot go on funding this group"

## Nations do battle without discord

Tim Jones finds 40 countries competing in harmony at Llangollen where the Queen opens a new pavilion tomorrow

THE Turks are lost in France, presumed to have fallen in one of the great motorway battles near Flanders field or elsewhere, so the Queen may never see them perform.

Blue blooms needed for an arrangement depicting a crown are also rotting in some French lorry and will have withered before she officially opens a new pavilion at the Llangollen International Musical Eisteddfod tomorrow.

Competitors from more than 40 other countries, however, have managed to avoid the great blockade to make their way to the little town in North Wales where they sort out their differences in musical and dancing duels. High-stepping Texans sporting setsons mingle with Ukrainians in red pantaloons.

The town of 3,000 souls throws them all on to a six-acre site for the satisfaction of seeing traditional enmities being eroded. Spaniards and Basques, Poles and Russians, even the Welsh and English end up singing together. Since it is a Welsh eisteddfod, they cannot, of course, drink together.

Although the old barriers are being broken, some of the competitors from the former Iron Curtain countries, still clinging to strange concepts. One Russian was trying to trace an astronomer "who lives in the spe-

cial city for scientists near London".

More pressingly, the Latvians, Lithuanians, Russians and others from countries with non-convertible currencies are short of cash and look longingly at the hamburger stalls. With a small coffee costing 65p, the copecs do not go far. To enable them to sample such delights of the fast-food culture, the organisers allow them to sell art and craft items.

The Queen first visited Llangollen in the year she was crowned and tomorrow she will open the new £3 million pavilion, half of which has been funded by an EC grant. For 40 years, the eisteddfod has been held in a giant and draughty tent where Luciano Pavarotti made his British debut.

The new building with its fabric dome sits rather uneasily beneath the ruins of an old castle sited above the green wooded valley. Maureen Jones, marketing director, says people will get used to it in time.

Dudley Richards, the eisteddfod chairman, said the aim of the festival was as valid now as it was when it was set up to help to heal the wounds of the second world war. "We believe harmony and song are better than confrontation. Llangollen may be small but without doubt it helps to bring people together."

## Mellor shows that performing is one of his arts

By NICHOLAS WATT

DAVID Mellor, the secretary for national heritage and so-called minister for fun, posed with a troupe of dancing girls yesterday as he opened Britain's first "Fame" school for the performing arts.

Mr Mellor, normally a classical music man, praised the school's rock band who performed especially for the opening. "Just because I collect classical music doesn't mean I don't like other music. I am interested in excellence," he said.

The Performing Arts and Technology School in Croydon, south London, which cost £10 million, was set up by the British Record Industry Trust, a charitable organisation. Record companies raised £2 million, with the government making up the rest.

Pupils aged 14 to 19 study the performance and technical sides of the arts. The school, partly inspired by the New York performing arts academy featured on film and television, also strictly follows the national curriculum. Lessons start at 8.30am and end at 5.30, but the pupils stay on until well into the evening.

Anne Rumney, the school's principal, said: "We have in-



Dancing class: David Mellor, heritage secretary, gives his backing to some of the pupils at the school

credibly motivated and highly articulate pupils. They have 12 hours a week for the performing arts in which they study dance, dra-

ma, music and technology. They then specialise in a chosen area."

Mr Mellor said he found the school far more refresh-

ing than the "monochrome" atmosphere of the old comprehensive system. "This is a very exciting school. It offers youngsters a good education

to make their way in the complex world of today... while letting them fulfil their ambitions in the performing arts." He rejected the idea

that the school was elitist. "There is no point in wallowing in mediocrity. We have to pick out the achievers," Mr Mellor said.

The school admitted its first 300 students in September and earlier this year Leo thenacho, 15, became the first pupil to be signed up by a recording company. But Regena Nicholls, one of the school's vice-principals, said she was in no rush to see her pupils sign contracts. "A few have been taken on but we are careful to make sure that they are not exploited. We don't want the industry to think that this is an easy pool. We can advise the pupils whether it would be a good idea to go ahead."

The school has a 500-seat theatre housed in a new glass building. As pupils eat their lunch, their fellow students sing and play in the foyer. Charlotte Karcha, 18, who is training to be a dancer, loves the school. "I commute from Crawley every day which takes me two hours. But it's worth every minute."

Adam Jones, 17, who plays the keyboard for a band called Suchi, was not too sure about his performance in the dancing class. "I'm not very good but there are quite a few of us who make fools of ourselves on the dance floor."

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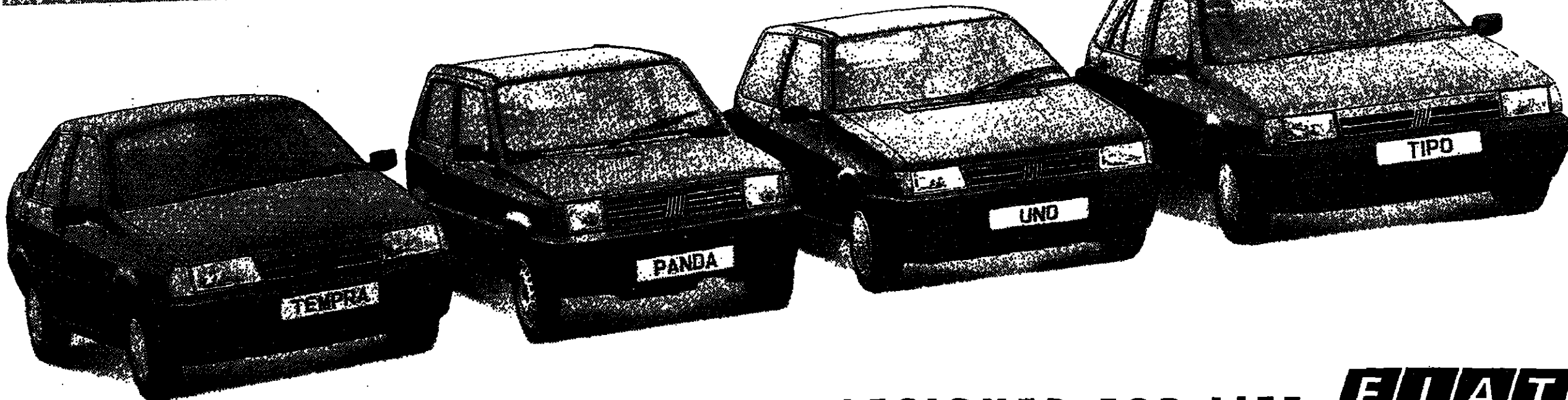
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Annual snapshot of life in Britain shows an ever-changing nation challenging traditional beliefs

## Women take lead in quest for knowledge

WOMEN students are in a majority in universities and colleges in all parts of Britain except Scotland, according to the latest statistical snapshot of life.

Even in Scottish educational establishments the proportion of women has increased from 35 to 49 per cent in the nine years to 1990, according to *Regional Trends*. In the North-West, the proportion of women is 55 per cent, in Yorkshire and Humberside it is 54 per cent and in Wales it is 51 per cent.

According to the Committee of Vice-Chancellors and Principals, 45 per cent of university undergraduates were women in 1990-1; the figure for the polytechnics was 44 per cent.

Twice as many women as men enrol for adult education courses in all regions of England and Wales. That is partly because part-time working and the need to stay at home when children are young gives them greater opportunities to attend classes. A total of 375,000 women enrolled

### EDUCATION

for part-time day courses in England in 1990-1 compared with 87,000 men. For evening classes, the figures were 608,000 women and 260,000 men.

In British schools, girls are getting better GCSE grades than boys in French and English. Northern Ireland, where 11-plus selection still applies, outperforms all other regions at A level with one in five

importance attached to education north of the border is demonstrated by figures which show that 77 per cent of Scottish 16-year-olds continued their studies in 1990-1. In contrast, 68 per cent continued their studies in Wales and only 63 per cent in England.

Within England, only 61 per cent of 16-year-olds in the North and 62 per cent in East Anglia continued with their education after they reached the age of 16.

East Anglia and the South-West offer the best opportunities for toddlers, providing pre-school and day care facilities for 25 and 26 per cent of them. The North, with 16 per cent, and Yorkshire and Humberside with 18 per cent, are the worst areas for the very young. Overall, England provides facilities for 22 per cent of toddlers, Wales 18 per cent, Scotland 19 per cent and Northern Ireland 18 per cent.

*Regional Trends* 27 (Stationery Office £24.75)

### Reports by Richard Ford

pupils gaining three or more passes. But the province has some of the worst figures for unqualified school leavers. In 1989-90, one in five boys and one in ten girls left school without a qualification.

Scotland has the lowest pupil-teacher ratio of 24.7 to one in primary schools and 18.5 to one in secondary schools while Wales, Northern Ireland and the North-West have the highest. The



Increasing women at Oxford University

## Eating habits grow healthier

FRUIT is becoming a greater part of the national diet after a decline in the consumption of bread, meat, fish, milk and vegetables, according to today's figures.

Household consumption of fresh and other fruit has increased in every region in the UK between 1980 and 1990 with the biggest increase in Yorkshire and Humberside, a region which with the North-West has the heaviest drinkers.

The survey shows a drop in the consumption of meat and meat products in every region but people in the North still eat more meat per head of the population than other areas. Household consumption has dropped from 39 ounces a person a week to 34 in England, from 38 to 35 ounces in Wales and from 40 to 35 in Scotland.

Weekly household expenditure is £110 a person in the South-East, where people spend an average £51 a week on housing compared with £32 in Yorkshire and Humberside and £26 in Northern Ireland. House-

holds in the South-East spend £47 a week on food compared with £40 in Wales, £42 in Scotland and £43 in Northern Ireland.

The people of the North-West spend most on alcohol and tobacco, £16.80p a week or 7.3 per cent of their weekly outgoings, with the Scots spending £16.30p while the people of Northern Ireland spend £11.70p and those in Wales £14.40p.

More households have two cars, deep freezers, washing machines and central heating, and in all regions except Northern Ireland more than 90 per cent of households sampled have a colour television, the survey says.

A quarter of people in Britain own shares, with the highest level of ownership in the South-East where wages are highest, the workforce most qualified and two-car families most common.

The survey produces some surprises: it shows that share ownership is lowest in East Anglia, where only 15 per cent of adults have shares, while in the North, where the unemployment rate is the second highest in the UK, 25 per cent own them.

Ownership of microwave ovens is highest in Wales and lowest in Northern Ireland. The percentage of homes with deep freezers has risen from 47 per cent in 1980-1 to 80 per cent in 1989-90 in England, from 50 to 82 per cent in Wales and from 39 to 73 per cent in Scotland.

Homes in the North are least likely to have a dishwasher than elsewhere and while Northern Ireland scores poorly for ownership of all durable goods such as tumble driers, microwave ovens and deep freezers, the province has the highest level of cars which are less than four years old. Northern Ireland also has the lowest housing costs.

Almost two thirds of households in the South-East, outside Greater London, have two or more cars. Overall, the number of homes with two cars has increased from 15 per cent in 1981 to 23 per cent in 1990 in the UK, from 16 to 24 in England, 15 to 21 in Wales, 11 to 17 in Scotland and 14 to 19 in Northern Ireland.

## 80% of all teen births illegitimate

MINISTERIAL concern at the level of teenage pregnancy is highlighted in today's report, which shows that four of every five births to mothers under 20 are illegitimate.

The figures have increased from 45.5 per cent of all UK births in 1981 to 80.2 per cent in 1990, and in the North the percentage is 85.9. Even in East Anglia and Northern Ireland, where the rates are lowest, three out of four births to mothers under 20 are outside marriage.

*Regional Trends* said 28.3 per cent of births in all age groups in England were illegitimate in 1990, compared with 12.9 per cent in 1981. The respective figures for Wales were 29.3 per cent and 11.2 per cent, in Scotland, 27.1 per cent and 12.2 per cent, and in Northern Ireland, 18.8 per cent compared with 7 per cent. More than 34 per cent of all births in 1990 in the North-West were outside marriage — double the figure in 1981.

The statistics also show that people in Yorkshire, Hum-

berside and the North-West are the heaviest drinkers. Men there drink the equivalent of 9 pints of beer a week and women consume 2.5 pints. In the North, consumption of alcohol by men dropped from 21.6 units a week in 1978 to 14.4 in 1989; in Yorkshire and Humberside the figure increased from 15.4 units to 18.9. In the South-East, South-West and West Midlands, consumption dropped. Among women, there were decreases in consumption in five regions and increases in six, with Yorkshire and Humberside showing a rise from 3.6 units to 5.3, and the North-West from 3.9 to 5.5.

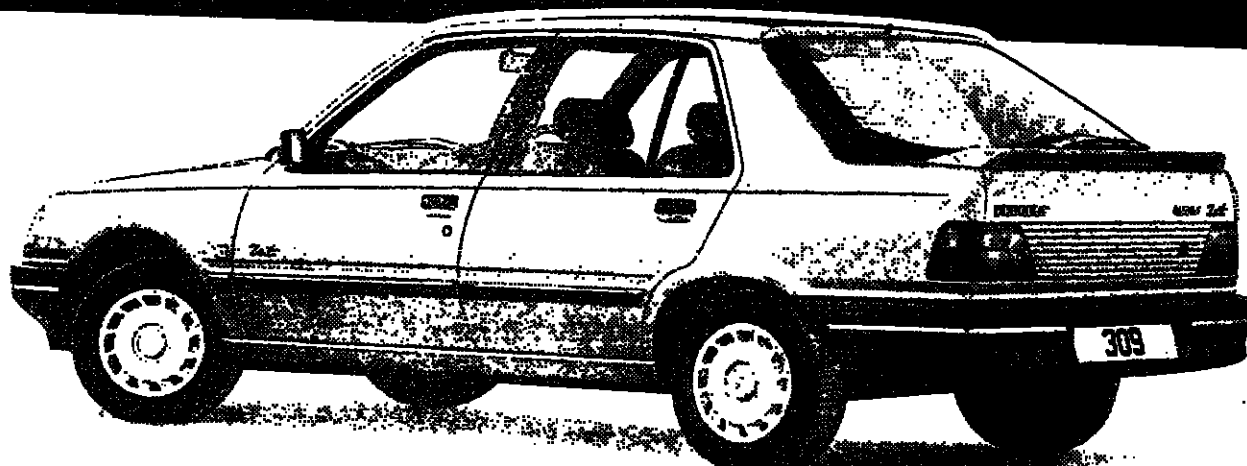
Cigarette smoking among those aged 16 and over continued to drop in England, from 41 per cent in 1976 to 29 per cent in 1990, and in Scotland (from 46 per cent to 34 per cent), but remained static at 31 per cent in Wales between 1988 and 1990.

Drug abuse is shown to be the key cause of HIV transmission in Scotland, accounting for half of all positive reports, while in all other areas such abuse accounts for less than a fifth of cases. Scotland has the highest suicide rate with 17 per 100,000 population.

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FLAT RATE APR %	7.7%	15.1%
MINIMUM DEPOSIT	\$909	\$909
MONTHLY PAYMENT	\$187.50	\$4,792.44
FINANCE CHARGES	\$4,281.64	\$1,189.38
TOTAL PAYABLE	\$12,371.64	\$9,558

\*ADDITIONAL ON-THE-ROAD COSTS ESTIMATED AT £495 FOR 12 MONTHS ROAD TAX, DELIVERY TO DEALERSHIP AND NUMBER PLATES. \*\*Includes estimated on-the-road costs of £295 for 12 months road tax, delivery to dealership and number plates. \*Written quotations available on request from your local Peugeot dealer. Offer subject to status (over 18 only). A guarantee may be required. \*Includes £35.25 administration fee payable with first instalment.

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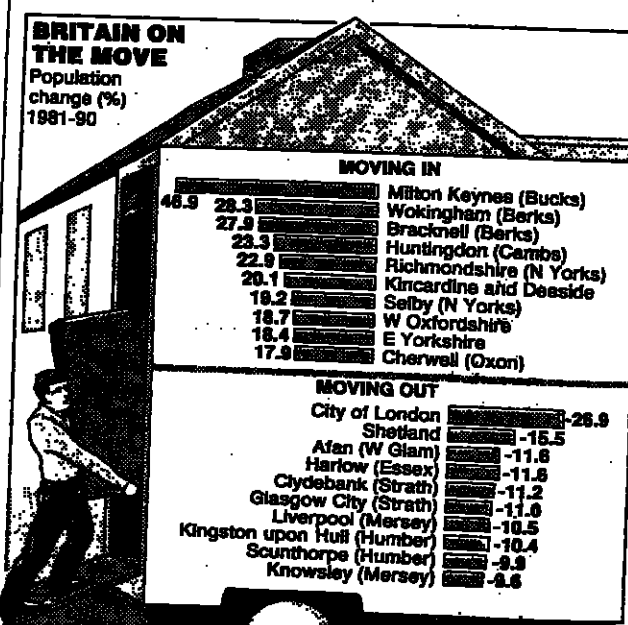
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## Green pastures lure city dwellers away

ALTHOUGH the UK remains a nation of crowded cities and thinly populated rural areas, greener fields continue to encourage people to desert the old industrial heartlands and conurbations. The two fastest growing regions are East Anglia and the South-West.

Philip Rose, associate editor of *Regional Trends*, said: "They are booming regions. Their population has increased, they have good industrial performance, low unemployment and high self-employment."

In 1981-90, the population of East Anglia increased by 8.7 per cent from 1.8 million to two million and in the South-West by 6.5 per cent from 4.3 million to 4.6 million. In spite of the increase, East Anglia remains one of the most thinly populated English regions. Within it, the trend for people to leave cities and big towns is highlighted by a decline in the populations of Norwich, Cambridge and Ipswich, while between 1981 and 1990, the population of Huntingdon rose 23 per cent and Peterborough registered a rise of 14.9 per cent.

A similar pattern is repeated in other areas of the coun-

try, with population increasing in Milton Keynes, designated a new city, by 46.9 per cent to 1.85 million. Wokingham in Berkshire by 28.3 per cent, Bracknell in Berkshire by 27.9 per cent, Fareham, Hampshire, by 15 per cent, Cherwell in Oxfordshire by 17 per cent and West Oxfordshire by 18 per cent.

In contrast, the population of Kingston upon Hull fell by 10.4 per cent, the City of London by 28.9 per cent, Harlow in Essex by 11.6 per cent and Afen in West Glamorgan by 11.6 per cent. In Scotland, the same trend produced a decline in Glasgow's population of 11 per cent. Clydebank fell by 11.2 per cent, and Dundee by 6.4 per cent. In contrast, Kinross and Deeside rose by 20 per cent.

The biggest overall shift in population in 1990 was between the South-West and South-East: 60,000 people moved from the South-East to the South-West while 45,000 went the other way.



## Focus switches to campaign for fitter community

THE Health of the Nation white paper marks a big break with the health strategies of the past. For the first time, it switches the focus of health care from the process — the treatments that doctors provide — to the outcome, the number of lives saved or improved.

In future, a health authority's success will be judged as much by the fall in deaths from heart disease or the improvement in the accident rate, as on the number of coronary bypass operations performed.

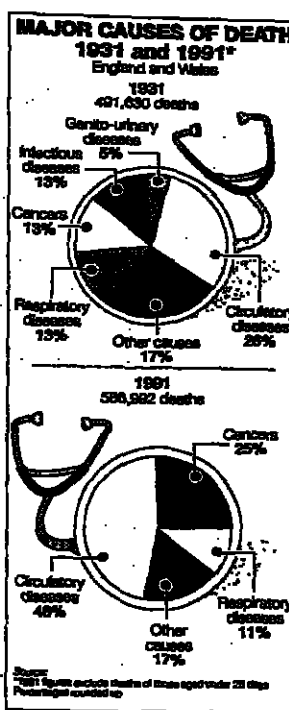
The effect will be to displace the medical industry from its central position in health care to become one organisation among many — including government departments, local authorities, schools, employers — with a role to play in improving health.

It amounts to a revolution that, if pursued with political vigour, could make the current NHS reforms seem like a minor management review.

The government has never before confronted the impact on health of its policies concerning employment, housing, education, food and young people, despite endorsing the Alma Ata declaration on primary care in 1978 and the World Health Organisation's "Health for All" strategy in 1981. Now, following the lead taken in Europe, Australia and North America, it has produced an agenda that links them all and is committed to supporting it at the highest level, with a cabinet committee.

However, the commitment is not total. The government has set a target of a 40 per cent reduction in the number of cigarettes sold from the current total of almost 100 billion a year, but has no plans to ban tobacco advertising. It acknowledges the wide differences in health between regions, social classes and ethnic groups, but has set no

Health policy is changing to look at quality, not just quantity. The new targets are examined by Jeremy Lawrence and Alison Roberts



target for reduction of health inequalities linked to poverty, ranked as an important priority in the WHO strategy.

Critics say that the targets are fixed too narrowly to specific diseases and focus too tightly on changing people's behaviour to limit risk. "Individual behaviour is important, but you have to ask what are the factors that affect choice," Ken Judge, director of the King's Fund Institute, an independent health policy think tank, said. "The government's responsibility is to create a framework within which people are more likely to make healthy choices."

Mr Judge said the govern-

ment's approach would lack conviction until it tackled health inequalities. "Paradoxically, a common effect of health promotion initiatives aimed at the population at large is to increase health inequalities unless attention also focuses on people who are disadvantaged," he said.

Many of the targets require the maintenance of existing downward trends, as in heart disease and lung cancer deaths, but others will require trends to be reversed, as in suicides and pregnancies among schoolgirls. Targets have been selected to be challenging but not unreasonable, the white paper says. There is strong emphasis on healthy alliances involving hospitals, schools and workplaces co-ordinating their efforts to achieve targets.

Adoption of the strategy will raise a vital question about the NHS: whether all that it does is worth doing. The focus on numbers of patients treated, beds occupied and operations performed could give way to a more mature consideration of the benefits treatment brings.

The division between purchasers and providers under the NHS reforms and the new ethos of local managers seeking local solutions will encourage purchasing health authorities to think more creatively about health.

The five key areas highlighted in the white paper, selected from the 16 suggested in the green paper, are only the start. Virginia Bottomley, the health secretary, said. Further targets would be added, she said.

However, a lack of resources to achieve them and the reliance on exhortation raise questions about the strength of the political will to see the strategy through. The British Medical Association said: "There is a big difference between setting targets and achieving targets."



Open the box: doctors hand out cigarette packets containing warnings about tobacco-related deaths at an anti-smoking protest in Sheffield yesterday

## Hope of tobacco advert ban rises

ANTI-SMOKING groups yesterday welcomed the government's promise to review the effects of tobacco advertising on potential smokers, and the possibility of a ban. Tough targets to reduce smoking are set by the white paper, which says lung cancer deaths should be cut by a quarter.

The paper contains specific policies for reducing breast, cervical, skin and lung cancers. Recommendations for breast screening targets were published in June by the NHS and the government repeats its commitment to maintaining present standards in breast and cervical screening.

### CANCER

The prevention of lung cancer is given most space in the white paper. There were 60 lung cancer deaths per 100,000 men and 24.1 per 100,000 women in 1990; 80 per cent were associated with smoking, the paper says. By the year 2000 the government aims to have cut cigarette consumption of almost 100 billion a year by 40 per cent.

The health department is to develop a big health education programme on smoking and the white paper promises an interdepartmental task force will be

set up to implement plans. The anti-smoking group, Quit, saw the review of tobacco advertising as a test of government sincerity. "The result of the review will now be crucial," Sandi Wilson, Quit's director, said.

David Pollock, the director of Ash, said that a ban would reduce the number of 12 to 15-year-old smokers by 100,000 in ten years with a consequent reduction in lung cancer deaths of 10,000 a year. The tobacco industry spends £100 million a year on advertising while the government spends a tenth of that figure on anti-smoking education, according to Ash.

## List of dangers highlights diet

HEART disease is Britain's single biggest killer, accounting for more than a quarter of all deaths. Strokes account for 12 per cent of deaths and leaves many elderly people seriously disabled.

The white paper sets a target reduction of 40 per cent in deaths from heart disease and stroke by the end of the decade in people under 65. This is tougher than the 30 per cent reduction suggested in the green paper a year ago. For those aged 65 to 74, the target is a 30 per cent cut in deaths from heart disease and a 40 per cent cut in deaths from stroke.

The death rate from heart disease has been falling since the late 1970s but remains one of the highest in the world. There is no certainty that the downward trend will be maintained, according to Professor Gerry Shaper of the British Heart Foundation.

Six risk factors are highlighted to reduce the toll from heart disease: diet, smoking, drinking, exercise, obesity, cholesterol and blood pressure.

On diet, the white paper says the total fat content of the average diet should be cut from 40 per cent to no more than 35 per cent by 2005, a reduction of 12 per cent. Saturated animal fat, contained in butter, cream, milk and cheese, should be cut by 35 per cent from 17 per cent to 11 per cent. That should help to reduce obesity, cholesterol levels and blood pressure. The

### HEART DISEASE

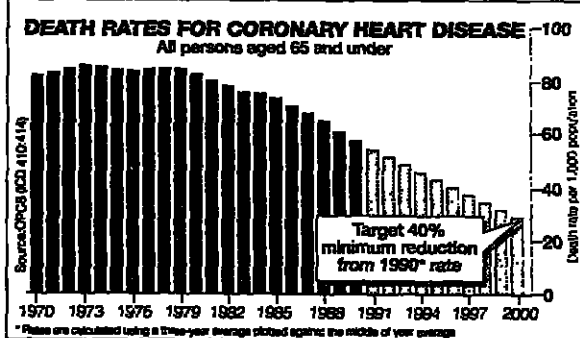
white paper says that 8 per cent of men and 12 per cent of women are obese, and that the proportion should be cut by a quarter among men and a third among women.

The target reduction in average blood pressure of 5mm in mercury on the pressure scale by 2005 would reduce by a quarter the percentage of middle aged men with high blood pressure requiring treatment, Professor Shaper said. It would require a reduction in average weight and in drinking.

In 1990, 28 per cent of men drank more than the "safe" limit of 21 units of alcohol a week. The target for 2005 is to reduce this to 18 per cent. Among women, the 11 per cent who drink more than the safe limit of 14 units is to be reduced to 7 per cent.

However, the white paper makes no commitment to raise the price of alcohol, which is cheaper now than it was 30 years ago. "If you want to cut down on drinking you have to make alcohol more expensive," Professor Shaper said.

No specific target is set for improving physical fitness but the white paper notes that a third of middle-aged men and half of middle-aged women cannot walk on the level at normal pace without getting out of breath. It promises to "develop strategies" to increase physical activity.



## Training for GPs to cut number of suicides

WHITE paper strategies to reduce ill-health and death caused by mental illness centre on locally based services — a phrase which replaces the term "community care". Health authorities will continue to reduce dependence on mental institutions and must have plans to transfer services by 1994-5.

The government acknowledges a difficulty in setting targets for the improvement

of mental health because of data limitations and the crudity of using suicide rates as a measurement of the mental health of the country. However, standardised assessment procedures of symptoms, disabilities and quality of life may allow targets to be set by 1995.

Improved supervision of discharged patients should be carried out by multi-disciplinary secondary care teams complemented by voluntary agency services. Mental health teams will be required to carry out a local audit of all suicides of patients in contact with specialist mental health services during 1993-4.

The paper identifies a high suicide rate among severely mentally ill people, particularly young men, and seeks to reduce that by 33 per cent by the year 2000. The government is aiming at a 15 per cent reduction in England's overall suicide rate. There were 5,567 suicides last year. It hopes to achieve that target by educating primary care providers such as GPs and social workers in more precise recognition of suicidal tendencies.

GPs are still prescribing too many tranquillisers to depressed patients, the white paper says. Prescribing habits will be included in GP audits, and education in other methods of treatment must be improved.

Diverting mentally ill offenders from the criminal justice system as early as possible is made a priority, and government funding will be available to promote psychiatric services attached to courts.

The mental health charity Mind welcomed the new policy, but was disappointed at the lack of new money.

## Targets set to curb disease and unplanned pregnancy

MUCH sexual activity is conducted casually, carelessly or in ignorance, the white paper suggests. Half of all conceptions are estimated to be unwanted or unintended, it says, and the incidence of some sexually transmitted diseases is rising, despite the threat of HIV and Aids.

In 1989, nearly 8,000 girls under 16 became pregnant, a rate 25 per cent higher than a decade earlier. The white paper sets a 50 per cent reduction target by 2000.

The target is the most ambitious in the white paper, requiring a reversal of the present trend. One in four health authorities has made cuts in family planning services, according to the Family Planning Association, but the white paper promises no extra resources.

Health authorities have argued that women can get family planning advice from their GPs, but recent research by the Policy Studies Institute shows that teenagers will not use services unless they are tailored for them. "Young people won't come unless you can say to them this is confidential and there is no risk of bumping into your mum or your neighbour," said Wendy Thomas, general manager of the London Brook Advisory Centres.

By 1994-5, a full range of "appropriate, accessible and comprehensive" family planning services should be pro-

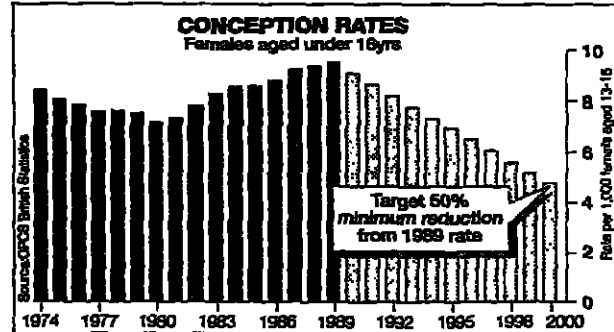
vided, the white paper says. There should be special services for young people "which emphasise the importance of loving, stable personal relationships". The paper says it is reasonable to assume that pregnancies in those under 16 are not wanted and that measures to reduce them are also likely to curb unwanted pregnancies in older groups.

The white paper says that HIV infection "is perhaps the greatest new public health challenge this century" and its prevention depends on changing sexual behaviour. Because HIV may take years to develop into Aids, trends in gonorrhoea provide a better indicator of how sexual behaviour is changing. Cases of gonorrhoea have fallen by two-thirds since 1980, but the decline was arrested in 1987 and the number of

cases has risen slightly since. The white paper sets a target of a further 20 per cent cut by 1995, to be achieved by "continuing publicity and education" about sexual health.

People who inject drugs are at high risk of HIV and Aids if they share needles and syringes. They may then spread it through sex to someone who does not use drugs. Surveys in London show one in eight are HIV-positive. A key aim of needle exchange schemes is to persuade injectors not to share equipment, but a fifth still do so. The paper says this proportion should be reduced by half by 1997 and by a further half by 2,000.

The inclusion of wider issues of sexual health such as schoolgirl pregnancies, not mentioned in the green paper last year, was welcomed by family planning groups. But they said that solutions need extra resources.



## Education key to prevention

INFORMATION and education are the government's principle means of achieving an improved accident prevention record; new safety legislation will be kept to a minimum.

Accidents are the most common cause of death in people under 30 in England. They accounted for 10,193 deaths in England in 1991 of which 40 per cent were motor vehicle accidents and about 35 per cent accidents in the home. The white paper identifies a halt in the longstanding decline in accident mortality among young adults and highlights the cost to the NHS — 7 per cent of total expenditure results from accidental injuries.

The paper aims to build on World Health Organisation targets and to reduce

deaths from accidents among children under 15 by at least 33 per cent by 2005 (from 6.7 per 100,000 in 1990 to no more than 4.5 per 100,000).

Twice as many boys as girls die in accidents, and children from deprived backgrounds have the highest rate of accidental death. Preventative strategies will be tailored to meet the circumstances of specific groups.

Among young people aged 15-24 and those aged 65 and over fatal accidents should be reduced by 25 per cent and 33 per cent respectively. A task force will be set up to give a national lead to statutory

and voluntary organisations involved in accident prevention.

Locally, directors of public health should play a greater role in accident prevention and should work with health authorities to collect information about the impact of accidents on health. Information on the numbers and types of accidents should be available in communities to promote awareness of accident "blackspots", and an increase in public respect for traffic laws should be encouraged.

Responsibility for workplace safety is left with employers, although new requirements covering construction sites and offshore workers will be introduced by the Health and Safety Commission.

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# MP accuses whips of 'bully-boy' tactics

By SHEILA GUNN, POLITICAL CORRESPONDENT

A CONSERVATIVE MP accused his own party whips of bully-boy tactics yesterday as a fresh row erupted over rationing out seats on the Commons select committees.

Nicholas Winterton told the whips that they were threatening to turn the select committee system into "another arm of government" by exerting too much influence over the choice of members and chairmen.

Conservative and Labour whips privately agreed a rationing out of the chairmanships of the 16 committees and forwarded approved names of potential members to the Commons committee of selection. It appears that Richard Ryder, the government chief whip, refused to recommend Mr Winterton, who has consistently voted against the government on health reforms.

Mr Winterton yesterday described the whips as the "hugos of the Tory party" who were endangering the independence of the committees by their "heavy-handed bullying". The Conservative

MP for Macclesfield embarrassed the government last year by sanctioning a report criticising the health service reforms. He accused Mr Ryder yesterday of offering the chairmanship to Labour to block his re-election. Labour whips rejected the offer, making it clear they were satisfied with Mr Winterton.

In a private session yesterday the committee of selection, chaired by Sir Marcus Fox, unanimously allocated the 11 places on each committee, giving a Tory majority on each and reflecting a balance between old and new MPs, their interests and constituencies. Their chosen names will be published today. A three-month wrangle over setting up the committees has delayed any parliamentary enquiry starting until late October.

Mr Winterton and other MPs are threatening to take the dispute over the whips' influence to the Commons chamber on Monday night when the nominations are confirmed. The whips have decided

which party should hold the chairmanship of each committee. Labour gains the trade and industry committee in exchange for giving up the chairmanship of the transport committee. Labour chairmen will also be elected next week for the committees shadowing the departments of national heritage, employment, trade and industry, social security, Welsh affairs and the Scottish Office. The agriculture, home affairs, foreign affairs, environment, education, science and technology, Treasury and civil service, health, defence and transport committees will be chaired by Tory MPs.

Labour's main contenders for the chair of the trade and industry committee are Doug Hoyle and John Gilbert. If Mr Hoyle is elected chairman of the Parliamentary Labour Party today, he is expected to stand down from the contest. However, long-standing Tory MPs on the committee, including Sir Anthony Grant, Keith Hampson and Barry Porter, are furious at their whips' decision to hand the chairmanship to Labour.

A dispute is brewing over the chairmanship of the defence committee with Cranley Onslow, recently deposed as chairman of the 1922 Tory backbench committee, believed to be a contender. A long-standing member, Winston Churchill, is keen to win the post but is unlikely to be supported by Labour MPs. The front-runner could be Peter Viggers, who has applied to serve on the committee for the first time.

Robert Jones, Tory MP for West Hertfordshire, is emerging as favourite to chair the environment committee following the retirement of Sir Hugh Rossi. John Watts could be the new chairman of the Treasury and civil service committee.

Gerald Kaufman has his eye on chairing the new national heritage committee when he stands down as shadow foreign secretary next week. The senior Tory MPs David Howell and Sir John Wheeler hope to remain chairmen of the foreign affairs and home affairs committees and the Labour MP Frank Field is keen to continue chairing the social security committee.



Pecking order: MPs Tony Banks, left, Sir Teddy Taylor and Simon Hughes go behind bars to publicise a campaign against battery cages for chickens. Supporters of Compassion in World Farming met at Westminster yesterday to lobby for a ban on such cages

## Hopes raised of LSE move to County Hall

By NICHOLAS WOOD, POLITICAL CORRESPONDENT

THE London School of Economics has been given an "amber light" in its campaign to take over County Hall, Sir Rhodes Boyson, a former local government minister, said yesterday.

Sir Rhodes was speaking after taking a six-strong all-party delegation of MPs went to see Michael Howard, the environment secretary, about the disposal of the imposing former home of the Greater London Council.

The LSE, which has been given until Friday to submit a firm bid to the London Residuary Body, which is handling the sale, is competing with Shirayama, a Japanese hotel and leisure group. It has signed a provisional contract under which it would pay £60 million to turn the main riverside building into a 600-bed hotel.

The MPs, who included Tony Banks, the last chair-

man of the GLC, urged Mr Howard to support the bid by the LSE to turn County Hall into a European university. The development would enhance London's prestige and enable it to compete with the coming of the single European market and free movement of students with other famous universities on the Continent.

Mr Banks warned the environment secretary that with the collapse of the London hotel and property market, there was a danger the Japanese developers might pull out halfway through in much the same way as the attempt to turn Battersea power station into a theme park had collapsed.

He said later: "I told him he would not want the embarrassment of another half-finished project right opposite the Commons. We would never let him forget it."

## Government blamed for broken promises on jobs

By NICHOLAS WOOD AND SHEILA GUNN

SOME school-leavers are waiting up to nine months for job training, Labour said yesterday as it accused the government of breaking its promises to young people.

Tony Blair, the shadow employment secretary, said that his survey of youth training (YT) courses showed that more than 50,000 16- and 17-year-olds had to queue for places. This was despite the government's guarantee of a YT place for every teenager who wanted one.

"Our survey shows that almost 40 per cent of those waiting are 1991 school-leavers and one-third have been waiting for over eight weeks. We estimate that 11,000 or more are now no longer receiving even bridging allowance, the temporary social security benefit, and are therefore without any means of support at all," he said. The findings of the survey

of 90 of the 107 careers services in England were immediately disputed by the government. At the same time it emerged that Gillian Shephard, the employment secretary, is locked in battle with Michael Portillo, the Treasury chief secretary, over her bid for a bigger training budget.

Michael Forsyth, the employment minister, said Mr Blair's figures should be treated with caution. "At this time of year, youngsters will not have their exam results, they may be deciding at a later date to stay on at school and some of the information coming from the careers service... does actually reflect that situation," he said on BBC Radio 4. Mrs Shephard said later that more teenagers were staying on in further or higher education.

Mr Blair said that the government was engaged in a "discreditable deceit" in seeking first to deny the problem and then to suggest that young people were not coming forward to take up places. "The problem is not idle young people but inadequate resources," Mr Forsyth had been wrong to say that YT funding had been increased.

The employment department's own white paper showed that it had been cut in cash terms by £150 million over the past three years.

On Tuesday, Mrs Shephard tacitly admitted that YT, which currently prepares about 300,000 young people for work, had run into difficulties. Ministers believe that the employer-dominated training and enterprise councils (TECs), which are responsible for delivering the YT guarantee, could be performing better. Mrs Shephard acknowledged this concern by announcing tighter monitoring of the supply of YT places. She insisted that the TECs had enough money to do their job.

Mrs Shephard said yesterday that her priority was to improve the prospects of 16- to 19-year-olds by pruning the jungle of conflicting qualifications. "It still presents those young people with an extraordinarily confusing picture of 4,000 qualifications presented by 3,000 different bodies - different routes to the same end," she said. "There is still the same old divide between vocational and academic excellence with very little possibility of interchange between the two."

## Labour review aims to raise party image

By JILL SHERMAN

LABOUR MPs are to hold an enquiry into how they operate in an attempt to provide a more effective opposition to the government.

Members of the Parliamentary Labour Party (PLP) unanimously backed a resolution yesterday calling for a review of its organisation and working. The move, prompted by Graham Allen, Labour MP for Nottingham North, followed complaints by some MPs, particularly the new intake, that the PLP meetings did not allow for a full debate on any issue and inhibited MPs from expressing grievances. There is also concern that the party is not effectively organised in the House, to ensure that enough Labour MPs are present at all times.

A review committee will look at decision-making procedures, induction, training, campaigning, pairing, resources, membership of select committees, whipping and

scrutiny arrangements in PLP ballots. The committee will also study accommodation, facilities for new members and other matters which are still outstanding from a review set up after the 1987 election.

"We are currently under-achieving in every area," Mr Allen said yesterday. "We need to organise ourselves better on the floor of the House and have a more effective whipping system. I want an up-front organisation instead of lots of individual, atomised MPs."

The review committee, which will be set up after the recess, will comprise the chairman of the PLP, three members of the shadow cabinet and three members elected by the PLP in a secret ballot. All Labour MPs will be invited to provide written and oral evidence suggesting improvements in each of the areas under study.

## Tories counter Euro offensive

By JILL SHERMAN, POLITICAL CORRESPONDENT

THE Conservative party is to take urgent action to counter a summer offensive by party activists pressing for a referendum on the Maastricht treaty.

The activists, who will officially launch their campaign next Wednesday, met in the Commons on Tuesday night to prepare strategy. Twenty-five party workers representing 25 constituencies attended the meeting. Three Euro-sceptic MPs were also present: Sir Teddy Taylor, MP for South East Essex, Teresa Gorman (Billerica) and Richard Shepherd (Aldridge-Brownhills).

The activists, who are said to be surprisingly young, are not all opposed to the treaty but they favour a public vote. They are expected to ballot constituency parties for their views on a referendum and then send the results to John Major. They will also canvas in constituencies to put forward the arguments for a referendum, call for public debates on Maastricht and challenge local MPs on the issue.

Central Office is planning rearguard action in constituencies where the party workers are expected to cause most trouble. Dame Angela Rumbold, the deputy party chairman, is sufficiently concerned about the rebels that she is getting her scouts to identify the troublemakers and tip off MPs before public meetings or debates. She is also ensuring that all MPs are armed with an "idiots' guide" to Maastricht so that they can spell out the advantages of ratifying the treaty.

Some MPs have already contacted Central Office claiming that party workers and members are surprisingly ignorant about Maastricht, but they do not have the necessary ammunition to allay public fears. The ten-point guide, contained in a pack of literature on Maastricht, will be sent to constituency agents in the next few weeks.

Euro-sceptics in the party now claim that at least 50 Tories support their cause and would vote against the Maastricht bill. The Conservative European Reform Group, led by Sir Teddy Taylor, yesterday met Knud Pedersen, secretary of the umbrella organisation which ran the "No" vote campaign in the Danish referendum.

## Attack on tax havens

Tax havens would be better termed fraud havens, David Shaw, a Tory backbencher, said when he introduced a bill aimed at preventing Maxwell-type swindles.

Mr Shaw, the MP for Dover, said that if his bill had been law the Maxwell fraud, BCCI, and many others would have been prevented. His measure, which has all-party support, would make it illegal to carry on business with tax havens. Accountants, lawyers and other professionals engaged in such business would face fines of up to £1 million and 10 years imprisonment.

Mr Shaw, himself an accountant, said that billions of pounds were lost to the Exchequer each year because of tax evasion and avoidance by businesses operating through tax havens.

## Trade praised

Under fire from Labour MPs over the decline in Britain's manufacturing base, Michael Heseltine, president of the Board of Trade, said in the Commons that exports of manufactured goods were at an all-time high, up 4 per cent in the past 12 months.

## Export drive

As Toyota and Honda join Nissan in building cars here, Britain is set to become a net exporter of cars, Richard Needham, the trade minister, said at question time.

## Pensions safe

Tim Eggar, the energy minister, gave a commitment at question time that the pensions and coal concessions of retired miners and widows would be protected after privatisation of the coal industry.

## Parliament today

Commons (2.30): Questions: Treasury; prime minister. Summer adjournment motion and backbench debates. Lords (3): Debates on procedure and on systematic biology research.



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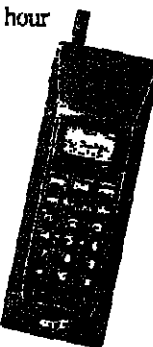
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## Pub doors may be opened to children

By ARTHUR LEATHLEY



Earl Ferrers: rethink on the licensing laws

PLANS are being drawn up to allow younger children into pubs and continental style café bars, the government said yesterday. Consultation papers are likely to be published by the end of this year with a view to issuing publicans with "children's certificates" allowing parents to take children under 14 into licensed premises.

Kenneth Clarke, the home secretary, is to meet senior representatives of the police, medical profession, brewing industry and educationists to discuss the proposals, which would be aimed at premises serving meals.

The move to open up licensed premises comes in the wake of changes this year in Scottish licensing laws and calls from the employment department to make licensed premises more appealing to foreign tourists.

Earl Ferrers, home office minister,

who gave details of the consultation papers in the Lords, earlier came under attack for the increase in alcohol consumption by under-age drinkers. Viscount Falkland, for the all-party parliamentary group on alcohol misuse, asked whether the law on drink sales to under-18s was being rigorously enforced. Lord Ferrers insisted that chief constables, courts and licensing justices had been reminded of their wide powers.

Lord Richard, for Labour, compared under-age drinking with Sunday trading by some supermarkets, and said: "It should either be enforced or changed, but not just ignored." Lord Ferrers said: "I sometimes think that some peers and others won't be satisfied until half of the country is in the police force and the other half is in jail."



# European left accuses Hurd on social policy

FROM TOM WALKER IN STRASBOURG

SOCIALIST MEPs yesterday accused Douglas Hurd, the foreign secretary, and the European Community's British presidency of trying to use the subsidiarity issue to move social issues off the agenda of the Twelve.

After Mr Hurd had outlined the government's priorities on EC policy to the European parliament, Jean-Pierre Cot, the leader of the Socialists, the largest group at Strasbourg, said Britain was abusing its dominant position. The Frenchman said he deplored the

"triumphalist tone" used by Mr Hurd and his colleagues when they talked of subsidiarity justifying the British opt-out from social policy won at Maastricht.

"Listening to you, the subsidiarity principle seems like a magic vanishing powder," Mr Cot said. Referring to the length of the working week, he said: "If 48 hours are not enough for British workers, just add a bit of powder and, abracadabra, it's gone. Add some to rules on pregnant women, and they're watered down; the

problem of pollution in the seas around Blackpool, a bit of powder and it's gone."

Mr Hurd had described subsidiarity as "a necessary principle". He asked the parliament to consider ways in which "the excessive intrusion" of the EC could be countered. "The harmonious development of European union over the coming years depends to a considerable degree on the strict application to the existing and future legislation of the principle of subsidiarity."

Mr Hurd concentrated on the British presidency's oft-stated objectives, such as laying the groundwork for enlarging the EC. He did not mention social policy. Earlier in the day, Tristram Garel-Jones, the Foreign Office minister, angered Socialists by telling the parliament that London would not waste time on intractable social policy debates, such as proposals to create European workers' councils, to regulate part-time work and to set standards for parental leave. "Successful presidencies have come to the conclusion that there is no prospect of achieving agreement on them as matters stand," he said.

Mr Hurd said Britain would push for the so-called cohesion fund to be set up, to allow more EC funds to flow into the "poor" nations of Greece, Portugal, Spain and Ireland. But he said that any final agreement on a new budget had to be "within a framework which recognises the budgetary pressures faced by all member states".

Paris: French voters are growing less inclined to back the Maastricht treaty on European union, in a referendum due on September 20, according to an opinion poll yesterday. The BVA poll, in *Paris-Match*, showed 42 per cent of respondents would vote for ratifying the treaty, with 32 per cent against. A survey last month showed 48 per cent for and 26 per cent against. (Reuters)

Letters, page 17

## Polish 'Thatcher' ready to take over

FROM PATRICIA KOZA IN WARSAW

PRESIDENT Walesa yesterday accepted the candidacy of Hanna Suchocka, a law professor, as Poland's first woman prime minister, apparently ending months of political uncertainty.

The announcement followed a 90-minute meeting between Mr Walesa and Ms Suchocka, 46, — whom some describe as a Polish Margaret Thatcher — during which she presented a proposed government composed of seven post-Solidarity political parties.

If approved by parliament tomorrow, she would replace Waldemar Pawlak, the Peasant party leader who was named prime minister on June 5 but who has been unable to form a cabinet. "After all the quarrels and conflicts, a government of national accord must be formed now," Ms Suchocka told reporters after the meeting. She added that her chances of forming a government were greater because "it is women who frequently moderate conflicts". The new government could provide the stability Poland has been lacking since the fractious parliamentary elections last October, when 29 political

parties were seated in the Sejm, the lower house.

Ms Suchocka already has a clear advantage over her two predecessors in that the parties in her coalition government would command a slim majority — 237 out of 460 seats. She is a professor of law at the Catholic University of Lublin, vice-president of the parliamentary assembly of the Council of Europe, and is fluent in English, French and German.

The distribution of the cabinet posts, which includes several old hands, seemed to make everybody happy. Even the centre-right/centre alliance, which dropped out of the talks and went into opposition over Ms Suchocka's failure to retain their man as foreign trade minister, said they would nevertheless support the ruling coalition. "We need a stable government that will stay in place for two to three years," said Jan Rulewski of the Solidarity parliamentary caucus, who brokered the talks. "The things these parties have in common are their social programme and their roots in Solidarity, which feels a responsibility for this country."



Dissenting note: a woman with an anti-Yeltsin poster protesting outside the Moscow court yesterday about the trial of the former Soviet Communist party

## Yeltsin 'had right to ban party'

FROM ASSOCIATED PRESS IN MOSCOW

THE Soviet Communist Party was the 20th century's most powerful organisation, a "phantom government" that state funds, repressed dissidents, and assassinated its enemies, President Yeltsin's lawyer told a court yesterday.

Sergei Shakhrai said in opening arguments to the Russian constitutional court that Mr Yeltsin had not only a legal right, but a constitutional obligation, to ban the party after last August's failed coup. Referring frequently to formerly secret party files, Mr Shakhrai spoke for more than

an hour to try to convince the 13-judge panel that the former ruling party was actually a state structure, and not an ordinary political party.

The leadership of the party took state funds like they were their own and spent them like they were somebody else's, he said.

In the opening day of the trial on Tuesday, pro-Communist members of Russia's parliament had argued that Mr Yeltsin exceeded his constitutional authority by shutting down the party and nationalising its property. Vladimir Bokov, a pro-Com-

munist MP, argued that the party rank-and-file did not support the coup, although he conceded that some of its leaders were involved.

"The party as a whole had no relation to the events of August 19-21," Mr Bokov said.

Mr Shakhrai read a coded telegram from the party central committee to regional party bosses, directing them to follow the orders of the coup committee. He then read answers from party leaders in half a dozen regions declaring their full support for the coup.

## Ministries talk of anarchy

FROM ROBERT SEELY AND MARY DEJEVSKY IN MOSCOW

SENIOR officials from Russia's defence and security ministries said yesterday there was a real threat of anarchy, caused either by extremist groups or as a spontaneous response to miserable economic conditions. However, they denied that their ministries presented any danger to President Yeltsin's administration.

"I cannot rule out the possibility that numbers of extremists may provoke individual regions into disturbances. This may be the match that will light the fire," said Andrei Chernenko, spokesman for the Russian security ministry, formerly the KGB.

Speaking separately at the new headquarters of the commonwealth armed forces in northern Moscow, Marshal Yevgeni Shaposhnikov reinforced the denials that any coup was being planned. He said that the bulk of the armed forces had rejected orders to take part in the coup last year and were even less likely to embark on a similar enterprise now.

However, Marshal Shaposhnikov, whose functions are now largely restricted to command of nuclear forces and overseeing the break-up of the remaining Soviet armed forces, said that national and local authorities should "show an appropriate attitude to the armed forces at this difficult time", a reference to the increasingly unwelcome presence of army units stationed in non-Russian regions of the former Soviet Union.

Adding to predictions of anarchy, Mikhail Gorbachev said in yesterday's *Liternaya Gazeta* that "society is congealing into an explosive mass".

Sevastopol: The argument between the Ukrainian and Russian governments over control of the Black Sea fleet flared again yesterday after a group of pro-Russian naval officers threatened to take control of the fleet in protest over its "Ukrainisation".

## PEOPLE

### Johnson pops up for Pepsi

In a sign of corporate support for Earvin "Magic" Johnson, the Pepsi-Cola company has produced a new television commercial starring the basketball player, who retired because he has the Aids virus, officials said in New York.

After Johnson made his announcement in November, at least one television campaign featuring the former Los Angeles Lakers star was withdrawn as corporate America reassessed its relationship with the highly popular player. He has recently appeared in regional Pepsi advertising. The new advertisement will star Johnson and "hundreds of well-wishers", according to Pepsi officials.

Queen Noor, the wife of King Hussein of Jordan, paid a secret visit to Corsica to pick up her ailing mother, Doris Carlquist-Halsby, who was admitted to hospital with a serious heart condition while on holiday, informed sources said.

The media mogul Ted Turner said in Los Angeles that he had considered running for the White House, but was dissuaded by his wife, Jane Fonda, the actress, who was previously married to California assemblyman Tom Hayden.

The Australian prime minister, Paul Keating, and his New Zealand counterpart, Jim Bolger, upset other Pacific leaders by turning up late for the opening ceremony of the South Pacific Forum in Papua New Guinea.

A federal judge in Houston refused to grant a request to exhumate the body of President Kennedy. Private investigator Joe West claims to have evidence that Kennedy was the victim of a conspiracy.

## Mediterranean beaches

### Green groups dispute official claims

BEHIND the official figures showing the beaches of Italy and Greece rivaling each other to be regarded as the cleanest in the Mediterranean, other statistics paint a far less rosy picture for holidaymakers.

Italy has just experienced the wettest start to the summer for 40 years, making the state of its beaches a less pressing issue than might otherwise have been the case.

According to the EC report *Quality of Bathing 1991*, 91 per cent of the beach areas sampled at the frequency required by the EC's directive were within EC pollution limits. The figure falls only to 90 per cent, it said, if other, less frequently sampled areas were included.

The report on the homeland of Carlo Ripa di Meana, the former EC environment commissioner, concluded: "The generally good quality of the bathing water at the coast, as reported in previous

Philip Willan in Rome and Chris Eliou in Athens test the water and find it murkier than governments like to admit

years, was maintained in the 1991 bathing season." The environmental pressure group Lega Ambiente (Environment League) takes an altogether less optimistic view, however. "It's a question of whether the glass is half full or half empty," said Lega Ambiente spokesman Roberto Della Seta. He said only 65 per cent of Italian beaches were in good condition. The rest were either unfit for bathing or had been insufficiently tested. "According to Italian law, swimming is forbidden unless the beaches have been properly tested," he added.

Responsibility for testing lies with local health authorities, but in tests Lega Ambiente carried out last month, several popular beaches in

Campania and Lazio were found unfit for bathing although the government passed them last year.

Sea water taken from off Naples was found to contain pollution 150 times higher than the level recommended by Italian law, which is stricter than the EC requirements. And water at some beaches on the holiday island of Ischia was 15 times over the limit.

Greece, with its 3,000 islands and 10,000 miles of coastline, has only two areas of serious and extended water pollution: Athens and Salonika. But the situation in both is worsening steadily, according to the Pan-Hellenic Centre for Ecological Studies, Greece's main independent environmental agency. Invoking its own and United Nations findings, the centre insists, however, that Greek beaches are overall the cleanest in the Mediterranean, with no danger to either ecosystems or the health of the 10 million resident Greeks and equal number of annual tourists.

Apart from individual blackspots close to harbours, or where the sewage disposal arrangements of clusters of seaside restaurants or the older and smaller hotels are insufficient, the problem centres on the Saronikos and Thermaic gulfs, polluted by the urban and industrial waste of the Athens and Salonika areas respectively, and to a lesser extent on the part of the Pagasetikos gulf adjoining the city and industrial zone of Volos.

The centre describes the Saronikos as the dumping ground for a daily production of 460,000 cubic yards of industrial waste and 890,000 cubic yards of raw sewage.

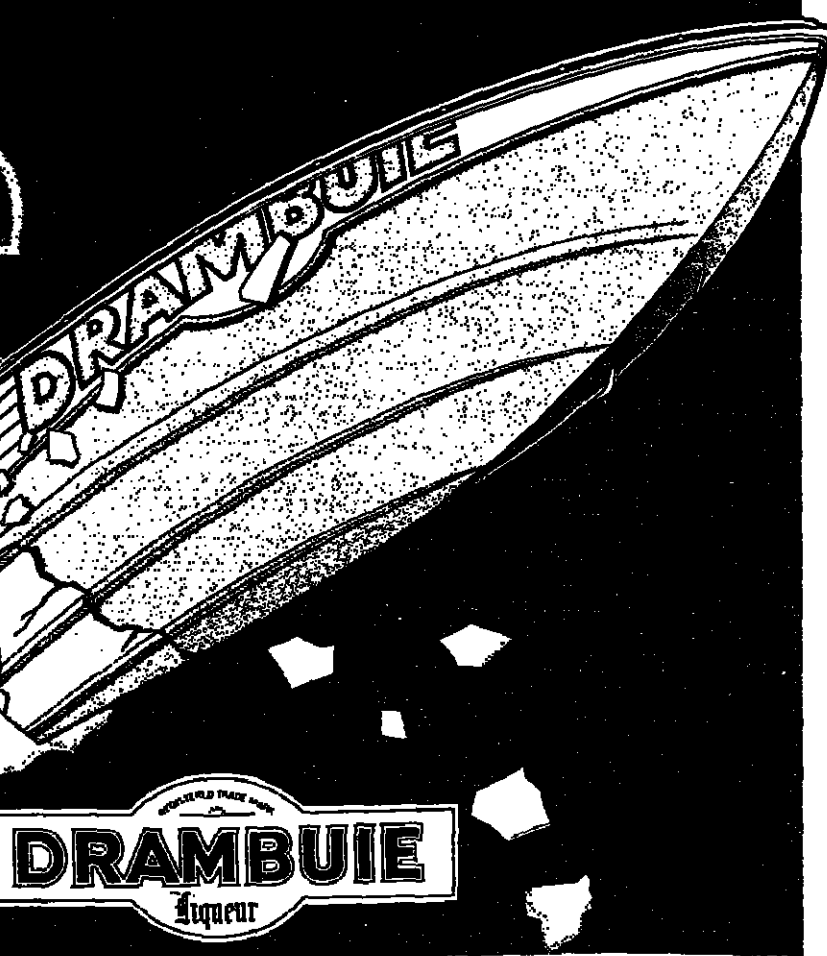
## around the UK & straight into the record books

Drambuie Tantalus, the most advanced endurance powerboat ever built, is aiming to break the UK Circumnavigation record in under 48 hours, leaving Ramsgate at approximately 2.00pm today (weather permitting).

We invite you to equip yourself within the next 48 hours with a bottle of Drambuie so that you can raise a toast in celebration when we announce the result in this newspaper. There's a special reason for you to look out for it, as we will be giving you the chance to book a berth on another rather splendid vessel.

To participate, the first clue you will need to solve is to tell us what words are normally printed on this part of the Drambuie bottle.

Remember to equip yourself with a bottle of Drambuie in order to enter this competition.



**THE TIMES GUIDE TO BLACKSPOT BEACHES**

Beaches not complying with EC pollution standards

Certain beaches at the following resorts fail to comply with EC standards

**ITALY**

**LIGURIA**  
Lerici, Portovenere, Sestri Levante, Bogliasco, Genoa, Pieve Ligure, Varazze

**TUSCANY**  
Pisa, San Giuliano Terme, Viareggio, Massa

**MARCHE**  
Pesaro, Fano, Ancona, Numana, Porto Recanati, Potenza Picena, Civitanova Marche, Camponelle, Fermo, Cupra Marittima

**LAZIO**  
Minturno, Formia, Fondi, Sperlonga, Terracina, San Felice Circeo, Sabaudia, Lido di Ostia, Ladispoli, Terracina

**CAMPANIA**  
Pontecagnaro Faiano, Salerno, Minori, Torre Annunziata, Castell'Arzuzo di Stabia, Torre del Greco, Ercolano, Portici, Napoli, Pozzuoli, Procida, Ischia, Casamarcitella Terme, Lido di Ameno, Giugliano in Campania, Castel Volturno, Mondragone

**ABRUZZO**  
Città Sant'Angelo, Francavilla al Mare, Ortona, Fossacesia, Torino di Sangro

**CALABRIA**  
Crotone, Isola di Capo

**ITALY**

Venice  
Genoa  
Milan  
Pescara  
Bari  
Naples  
SARDINIA  
Palermo  
SICILY  
Athens  
Rhodes  
Crete

**GREECE**

Rizzuto, Catanzaro, Soverato, Santa Caterina dello Ionio, Joppolo, Tropea, Vibo Valentia, Pizzo, Giarola, Lamezia Terme

Trappeto, Balestrate, Alcamo, Alavilla Milizia, Vittoria, Santa Croce Camerina, Ragusa, Scicli, Pozzallo, Riposto, Taormine, Furoli, Siculio, Messina, Milazzo, Patti, Capo d'Orlando, Cefalù, Leonia, Cefalù, Campofelice di Roccelle, Trabia, Santa Flavia, Bagheria, Fioravanti, Palermo

**SARDINIA**  
Sorso

Alexandroupoli, Neos Marmaras, Trikeri, Agria, Chalkida, Nea Makri, Spetsas, Voula, Piraeus, Elefsina, Salamina, Ermou, Villa, Eratini, Nafpaktos, Egio, Logos, Manakia, Epitrio, Rhodes, Psaropoula, Crete: Kalives, Kounoupidi, Crete

NE: Places followed by names of beaches. Source: European Commission



# Peacebroking body takes centre stage in European theatre

THE Conference on Security and Co-operation in Europe, begun in 1975 as a forum to establish East-West détente, is to become the primary forum for dealing with threats to peace in Europe.

It will decide how and what military action should be used in response, and will call on either Nato or the Western European Union to provide troops. Both organisations have just approved changes allowing them to deploy peacekeeping forces.

The summit will also approve the creation of a high commissioner for national minorities, to investigate ethnic tensions in the former communist countries, and will establish a forum for further arms control negotiations.

The immediate focus for the summit, the culmination of three months of preparatory work in Helsinki, is the civil war in Yugoslavia. The CSCE, whose numbers have rapidly grown to 52 with the admission of the newly recognised states of the former Soviet Union and Yugoslavia, has suspended the rump state of

**POST-COLD WAR SECURITY**

Hotfoot from Munich, Western leaders fly to Helsinki today for a security summit that will set a new framework for stability in Europe, Michael Binyon writes

Yugoslavia (Serbia and Montenegro), after Russia dropped its objections. Serbia's claim to be the successor state to Yugoslavia has also been rejected.

The CSCE will declare itself a "regional organisation" within the meaning of Chapter 8 of the United Nations charter. This will enable it to co-ordinate its peacekeeping role with the UN. Both Nato and the WEU have changed their constitutions to make forces available to the CSCE.

They must now agree on procedures and costs. The new high commissioner for minorities will deal with complaints of ethnic discrimination. He or she will be permanently available to receive reports, order investigations and make personal visits. He will also be closely involved

in such procedures as the monitoring of minority rights guarantees given to the European Community by Croatia and Slovenia before they were recognised as sovereign states.

The commissioner will not consider applications by bodies that practise terrorism, such as Eta in Spain or the IRA, and individuals with recourse to other bodies to hear their grievances cannot appeal to him. No candidate has yet been named.

On arms control, the CSCE will take responsibility for ensuring that earlier agreements such as the Conventional Forces in Europe treaty are ratified, especially in the states of the former Soviet Union. Now that the Vienna negotiating forum has ended, further arms control proposals will be

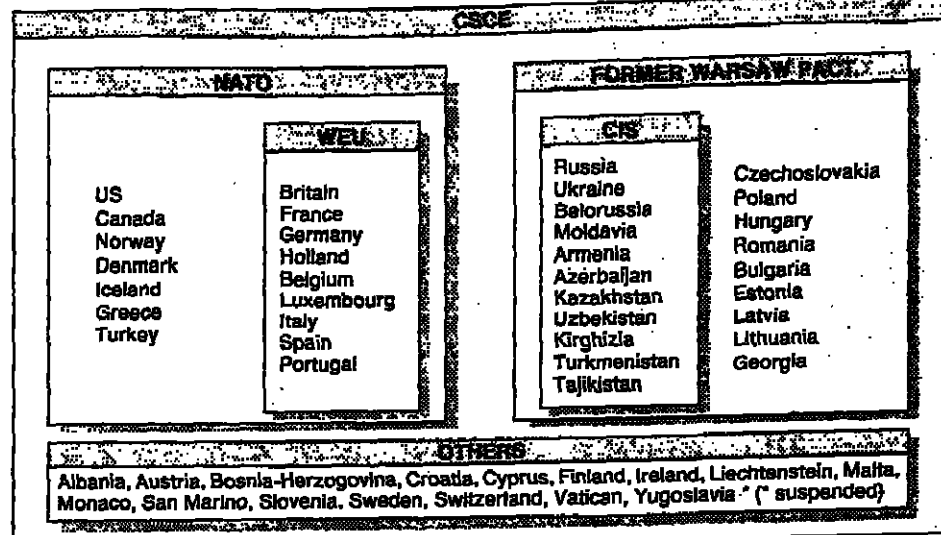
launched by the CSCE. The organisation will try to ensure that member states' military expenditure does not exceed the level required for national defence.

On the peaceful settlement of disputes, the formal mechanism already exists, having been agreed in the Charter of Paris in 1990. France would like to expand this with a court of conciliation, an idea Britain has endorsed, but which America opposes.

The summit leaders may want to look more closely at this to prevent duplication with the International Court of Justice at The Hague.

CSCE decisions are made by consensus, so all member states would have to agree on any peacekeeping mission. Also, the organisation itself has no troops. It would have to call on Nato or other groups to provide men and material.

The group also agreed to streamline its procedures so it can investigate and mediate potential conflicts before fighting starts without always waiting for consensus of all member states.



The CSCE is also establishing an economic co-operation forum to aid 18 new countries that are in transition to democracy and market economies, helping them remain stable.

"For the first time in decades we are facing warfare in the CSCE region," according to *The Challenges of Change*, the final document released

yesterday. It was approved by senior negotiators who debated all night to arrive at a consensus.

The peacekeeping section did not mention specific conflicts. "The loss of life, human misery, involving huge numbers of refugees, have been the worst since the second world war," said the 78-page declaration.

The declaration said the CSCE, at the request of one or more member states, would consider peacekeeping operations on a case-by-case basis under strict guidelines. "CSCE peacekeeping operations may be undertaken in cases of conflict within or among participating states to help maintain peace and stability in support of an ongoing

effort at a political solution," it said.

Mapping out their future work programme, the leaders will probably agree that the CSCE should not be expanded into a large bureaucracy. Decisions will continue to be taken by consensus, although this is cumbersome in such a large body. Like the EC, leadership of the CSCE will rotate, with a tripartite arrangement of past, present and future presidencies.

America has suggested formalising the various committees of senior officials, but many countries are strongly opposed to any inner "security council" on a UN model, though it is widely acknowledged that this would be more efficient.

The aim of the summit is to make the CSCE the primary security body for the developed northern hemisphere. Japan, the only industrialised democracy of the G7 not represented, has been pushing for inclusion in CSCE deliberations, and will be granted special guest status at Helsinki.

## Pentagon chiefs shy away from perils of quagmire operation

BY MICHAEL EVANS, DEFENCE CORRESPONDENT, AND JAMIE DETTMER IN WASHINGTON

ANY international operation to force through a land corridor to allow the safe passage of humanitarian aid from the Adriatic to Sarajevo would be fraught with danger and could lead to long-term deployment of troops in the region.

No potential route is risk-free because of the random nature of the ethnic mix and the rapidly changing military landscape since the Croats began their counter-attacks against the Bosnian Serbs. Also, all the routes are mountainous, climbing steeply from the coast, which is why Tito's partisans were able to hold out for so long against the Germans and Italians in the second world war.

In planning the logistics for a land corridor, the countries involved will need to guarantee supplies of ammunition, food, water, and, above all, fuel. The incoming forces will not be able to depend on local fuel supplies, as they did in Saudi Arabia during the Gulf campaign, partly because fuel stocks are already under strain due to the United Nations oil embargo.

The obvious Adriatic port from which to start the land corridor would be Split, about 150 miles from Sarajevo. Dubrovnik is still under siege.

John Zamecna, an expert on the former Yugoslav state from the school of social and policy studies at the Central Polytechnic of London, suggests the route could go from

**MILITARY INTERVENTION**

Split through Sinj, Bugojna, Kupres, Livno, Vakuf and Zenica. Much of the route is Croat country and could be regarded as relatively trouble-free for the convoys. The greatest danger would be posed by Serb units using the cover of the forests to fire on helicopters. This is why the presence of troops on the ground would be essential to provide a deterrent to putative Serb raiders.

Since it would be impossible to line the 150-mile route with troops, the operation would have to be limited to posting picket units at regular intervals along the most vulnerable sections. Major General Lewis MacKenzie, the Canadian commander of UN forces in Sarajevo, has talked of 30,000 troops.

There are long-term implications for such an operation. If the road to Sarajevo becomes a free-flowing aid route, what about the many other towns and villages which are suffering equal deprivation? Once one land corridor is opened, how many others might be necessary?

The Pentagon, in any event, has greeted the tough G7 talk of military intervention to get aid through with little enthusiasm. Comparisons with Desert Storm and the ousting of Iraqi forces from Kuwait are dismissed by American

defence officials, who fear that even tightly limited UN-backed military action in Yugoslavia could result in America being sucked in to a "Lebanon in the Balkans".

Richard Cheney, the defence secretary, and General Colin Powell, chairman of the joint chiefs of staff, are reluctant to commit air or naval units to help supply Sarajevo. Contingency plans are being drawn up and will be discussed with America's Nato partners in the next few days, but there is an element of shadow-boxing about the whole process.

Although the White House and the State Department seem more convinced about the need for America to do something, hand-wringing is much in evidence and there are distinct signs that there is a lack of political will for action. James Baker, the Secretary of State, and Brent Scowcroft, President Bush's national security adviser, are far more willing to consider American involvement, but both are far from gung-ho. Mr Baker frequently punctuates his remarks with the observation that there is a "quagmire problem here".

President Bush's aides fear the prospect of body-bags being returned to America in the middle of a presidential contest that at the moment is not going Mr Bush's way. "Is there a vital national interest for us in Yugoslavia? I think we would be hard-pressed to come up with one that would satisfy the American public," a Republican source said.

Last month, John Bolton, the Assistant Secretary of State, told a congressional committee: "When we talk about peace operations, you're talking about sending in forces that have to be willing to kill and understand that they are going to suffer, or could suffer, substantial casualties." Mr Bush showed yesterday that his primary consideration is a domestic one. Although repeating his intention to support any Nato operation in Yugoslavia, he made clear that he had no plans "to inject ourselves into a combat situation in Yugoslavia". He underscored his obvious reluctance for the US to get involved militarily by saying: "I don't think anybody suggests that there is a hiccup here or there or a conflict here or there that the United States is going to send troops."

Navy sails in, page 1  
Leading article, page 17

## President to beg for foreign troops

FROM TIM JUDAH AND DESSA TREVISAN IN BELGRADE

**BOSNIA**

PRESIDENT Izetbegovic of Bosnia-Herzegovina yesterday left Sarajevo on an empty military transport plane for the Conference on Co-operation and Security in Europe summit in Helsinki to plead for full-scale military intervention and meet President Bush.

While Sarajevo was relatively calm, Mr Izetbegovic flew out of the Bosnian capital after an upsurge of overnight fighting that left several buildings ablaze. UN officials said that more than 80 international relief flights had landed at Sarajevo to help relieve the plight of its 300,000 inhabitants besieged by Serb forces for three months.

Bosnian officials have taken on a far more militant tone over the past few days despite the UN co-ordinated relief effort. They have sworn that the people of Sarajevo would prefer to eat roots rather than French military rations if that were the price of freedom. This headline rhetoric comes as each day brings further confirmation of the political and military disaster facing Bosnian Muslims. Serbs and Croats continue to race to seize as much territory as possible before being forced to stop by any military intervention.

Last Friday, Bosnian Croat leaders followed the example of Bosnian Serbs who seceded from the republic in April. Radovan Karadzic, the Serb leader, has welcomed the move, calling it the "realisation of the right to self-determination" and proposing a Serbo-Croat con-

federation in Bosnia. He said: "It would be good if the Muslim side would also accept reality and declare its territorial demands and join the negotiations, so that the rights of the Muslim people are not denied."

Muslims, who make up 44 per cent of Bosnia's population, point out that Serbs demand 65 per cent of the republic's territory and that Croats now control 30 per cent. This leaves them 5 per cent.

Despite several Serbo-Croat talks on the partitioning of Bosnia, President Tudjman of Croatia was yesterday quoted as denying the existence of any secret pact, but he did say that insecurity caused by Bosnian Muslim leaders meant that "initiatives appeared among the Croats in Bosnia-Herzegovina for the Croat-populated areas to be joined to the republic of Croatia".

The Belgrade news agency, Tanjug, has appealed for the release of its correspondent Milan Sobic, whom it said had been imprisoned by Croats in the Bosnian town of Zenica since last Thursday. "We have every reason to believe his life in danger," it said.

In Serbia, anti-government protest continued as hundreds of farmers with their tractors blocked a main road into Belgrade. On Tuesday night, students and others blocked the motorway across Serbia and other Belgrade roads.



Running for cover: a Serb soldier sprints across open ground during fighting in the Bosnian town of Goradze on the Serbian border yesterday

## Fund to tackle aging reactors in the East

FROM MICHAEL BINYON IN MUNICH

**NUCLEAR SAFETY**

LEADERS of the G7 nations called yesterday for the setting up of an international fund to finance the huge task of making safe aging nuclear reactors in Central and Eastern Europe.

The fund would be supported and co-ordinated by the G24 group of industrialised democracies already giving aid to former communist countries. The European Bank for Reconstruction and Development would also contribute, and the fund would take into account bilateral help previously promised.

The immediate aim would be to improve the safety of the reactors. A survey would be carried out of the costs, plant safety, energy policies and possible alternative sources of energy for the countries concerned. The World Bank and International Atomic Energy Agency should prepare studies of energy requirements and the cost implications, the leaders said.

They put no figure on the sums needed, but they made clear their great concern about nuclear plants that are said to

be so antiquated and run-down that there is a real danger of serious accidents. All governments spoke of the need to avoid another Chernobyl.

John Major said the total amount involved was about \$700 million (£368 million). He said the reason there was no specific figure in the G7 summit's final communiqué was that much of the money was likely to come in bilateral assistance from the G7 nations themselves. He denied reports that Japan and America had strongly opposed the multilateral fund.

The prime minister said the dangers Russia alone faced were enormous, with almost a dozen stations like Chernobyl in the former Soviet Union alone. "Chernobyl to some may seem a long way away, but I must say to you it is pretty close at home to a sheep farmer in north Wales who, six years after the Chernobyl incident, still cannot sell his sheep at market," he said.

## Manifesto for better tomorrow

Munich: Following are excerpts from the statement read out by Helmut Kohl to conclude the G7 summit.

□ Gatt: We expect that an agreement can be reached before the end of 1992.

□ Economic policy: We pledge to adopt policies aimed at creating jobs and growth... [by] continuing to pursue sound monetary and financial policies to support the upturn without rekindling inflation; creating the scope for lower interest rates; curbing excessive public deficits above all by limiting public spending.

□ Environment: We urge all countries, developed and developing, to direct their policies and resources towards sustainable development.

□ Third World aid: We are deeply concerned about the unprecedented drought in Southern Africa... we call on all countries to assist.

□ Aid to former Soviet Union: We offer the new states our help for their self-help. (Reuters)

## Leaders promise to spur global recovery

BY ROBIN OAKLEY, POLITICAL EDITOR

TOO many people are out of work, the Group of Seven leaders said baldly in their final communiqué yesterday, and they promised to adopt policies aimed at creating jobs and growth.

They claimed that there were signs of a global recovery and to spur sustainable growth, they said, they would pursue sound monetary and financial policies to support the upturn without rekindling inflation. They would "create the scope for lower interest rates through the reduction of excessive public deficits and the promotion of savings", they said. Also they would "curb excessive public deficits above all by limiting public spending".

The economic declaration, *Working Together for Growth and a Safer World*, said that the heads of state and government expected agreement under the Uruguay round of General Agreement on Tariffs and Trade talks to be reached before the end of the year. The declaration noted the leaders' backing for a multistage programme of support for the

former Soviet Union and set out plans for a safety programme for nuclear power stations in Central and Eastern Europe.

In a follow-up to last month's Earth summit, the declaration called on other nations to join the G7 partners in ratifying the climate change convention by the end of next year, drawing up environmental action plans by then, giving financial and technical assistance to developing countries for sustainable development, and boosting the United Nations global environment facility to turn it into a permanent funding mechanism. But America, which did not sign the Rio de Janeiro convention on biodiversity, again succeeded in watering down a section on the protection of species.

The G7 pledged to try to increase the quality and quantity of assistance to developing countries. It welcomed the Paris Club of bankers agreement to extend extra debt relief to the poorest countries.

## Major deals gently with green protester after G7 setbacks

FROM ROBIN OAKLEY AND IAN MURRAY IN MUNICH

GREEN demonstrators infiltrated the G7 press conferences of John Major and President Bush yesterday, winning a polite and sympathetic hearing from both.

In contrast, Helmut Kohl, the German chancellor and summit host, angrily branded a group who were arrested when they booed the arrival of the summiters as "a band of wandering demonstrators who do not deserve our sympathy". Herr Kohl said the demonstrators wanted only "to besmirch the occasion and disgrace their country". His outburst came as a Munich

judge criticised police for using undue violence in breaking up the demonstration outside the Residenz. The police had moved into the crowd in an attempt to remove demonstrators before they could whistle or boo the summit leaders.

Roland Koller, the Munich police chief, had sent a congratulatory message to his men saying: "I am delighted with your work." But Judge Gerhard Puschke took a different view. Releasing all 491 of those arrested, he made a pointed reference to Nazi times. "Criticism in public is

one of the basic methods of expressing an opinion in a democracy, in contrast to the orchestrated cheers of the mass parades in past times," he said.

Mr Major took a benign view when he was confronted by a solitary demonstrator who interrupted the British press conference by climbing on a chair and unfurling a banner reading "Our planet is dying. When will we change?" Security guards rushed to pull him away, only to find he was chained to his chair. "Gently, gently," Mr Major

called to the guards as they started to tug him away. "You talk and talk but you don't do anything. Something must be done."

Mr Major said politely: "I rather agree with that. I perhaps would not have expressed it in quite that way but I rather agree with that."

Mr Bush was no less restrained when another young environmental activist burst into the president's opening statement shouting: "You're not giving us your voice." Patiently the President said: "I'm trying to give you my

voice right now and if you'd be quiet maybe you could hear it."

At the conference, Mr Major was reminded by the former British ambassador, Peter Jay, that Munich is not the best place for British prime ministers to come seeking agreements. The prime minister's failure at the G7 to secure the breakthrough towards a Gatt trade agreement, for which he was so publicly striving, ranks as his first unhappy experience at a summit.

In Munich, he learnt the danger of making demands on the diplomatic circuit without having checked in advance

what the answer will be. Optimistic British intimations on Monday that one more shove could do it, and that Mr Major was ready to supply the "political push" on Gatt, gave way to gloomy recognition that a long haul was still needed.

Washington: President Bush's chances of re-election appeared yesterday as gloomy as they were before he went off to the Munich summit (Janet Dettmer writes). An opinion poll found almost two-thirds of older Americans now disapprove of the way he is handling the White House and his performance at the G7 gathering is regarded as lacklustre.



## Quebec offered new legal identity

# Canada prepares to change constitution

FROM JOHN BEST IN OTTAWA

AN END to Canada's long and divisive constitutional stalemate seemed to be in prospect yesterday after the federal government and nine provinces concluded an agreement that would radically alter the way the country is governed.

The agreement, announced late on Tuesday after a 14-hour bargaining session among federal and provincial leaders in Ottawa, should reshape the senate, the upper chamber of Canada's parliament, giving it more power. It would also expand the House of Commons, recognise the French-speaking province of Quebec as a distinct society within Canada, enshrine the right of indigenous people to self-government, and give all the provinces a veto over changes to national institutions.

Joe Clark, the federal constitutional affairs minister, emerged from the meeting with provincial premiers to proclaim, "This was a historic day and a historic process." He could not recall another occasion since the Canadian confederation in 1867 when there had been "so much agreement on such a wide range of issues".

Whether the deal is acceptable to Quebec, however, remains uncertain. Robert Bourassa, premier of Quebec, which accounts for a quarter of Canada's population of 27 million, boycotted the Ottawa



discussions. He has said that he will entertain "offers" from English-speaking Canada on constitutional reform.

Quebec was angered two years ago when a renewal package that it had endorsed warmly was vetoed by two of the nine English-speaking provinces. If the new offers are acceptable to Quebec, an independence referendum planned for October 26 will be transformed into a vote on renewed federalism.

Mr Bourassa may find it hard to accept the proposal to reform the senate as it would give all the provinces an equal number of seats, eight, whereas Quebec and Ontario, the two largest provinces, each have 24 out of the current total of 104. Senators would also be elected, whereas at present they are appointed by the prime minister.

Furthermore, the redesigned senate would have much more clout, with increased powers to reject government bills affecting natural resources. This was a particular demand of some of Canada's western provinces.

Quebec and Ontario would be allotted additional Commons seats to help to make up for the changes to the senate. To sweeten the offer to Quebec, the plan would require a double majority of the complete senate and Quebec senators to pass bills dealing with French culture and language.

Mr Clark was hoping that the gains made by Quebec in other areas would also help to sway Mr Bourassa. Quebec's long-standing demand for a veto over changes to federal institutions — parliament, the supreme court, even, perhaps at some stage, the monarchy — has been accepted. The other provinces will have the same right of veto. In addition, Quebec's distinct status would be written into the body of the constitution rather than just in Canada's charter of rights.

Mr Mulroney has already ordered parliament to be recalled on July 15 to deal with the constitutional issue.



In the clear: Olivia Riner, 20, a Swiss nanny who had been accused of killing a three-month-old child by setting a house on fire, on her way into Winchester county court in White Plains, New York, where she was yesterday acquitted of murder and arson, charges that could have sent her to

prison for more than 25 years. Judge Donald Silverman had hinted that he might overturn the verdict if the jury convicted her. Prosecutors admitted there was no direct evidence against her. The parents of the dead child showed little emotion as the verdict was read out. (Reuters)

## Patten takes over non-stop colony

FROM JOANNA PITMAN IN HONG KONG

FRESH from the friendly rolling Downs, the swaying poppies and the mustard fields of his former Bath constituency, Chris Patten will today come face to face with what will be his home for the next five years — the heartland of the cellular telephone and the howling expressway, a 415 square mile territory where six million people live in a state of ceaseless ferment.

Nobody has time to daily over another pint of dry cider in Hong Kong. Members of the Chinese community barely pause these days to exchange their chirpy traditional Cantonese greeting — "Respectfully hope you will get rich" — and foreign plutocrats stop only to ask each other if they have banked another million yet.

Mr Patten may not quite be in the league of those who live for a year off the proceeds of a couple of foreign-exchange transactions, but with judicious use of his monthly £2,800 entertainment allowance and his £152,000 tax-free annual salary, he will not be doing too badly.

To earn the knighthood that inevitably comes with the governorship of Hong Kong

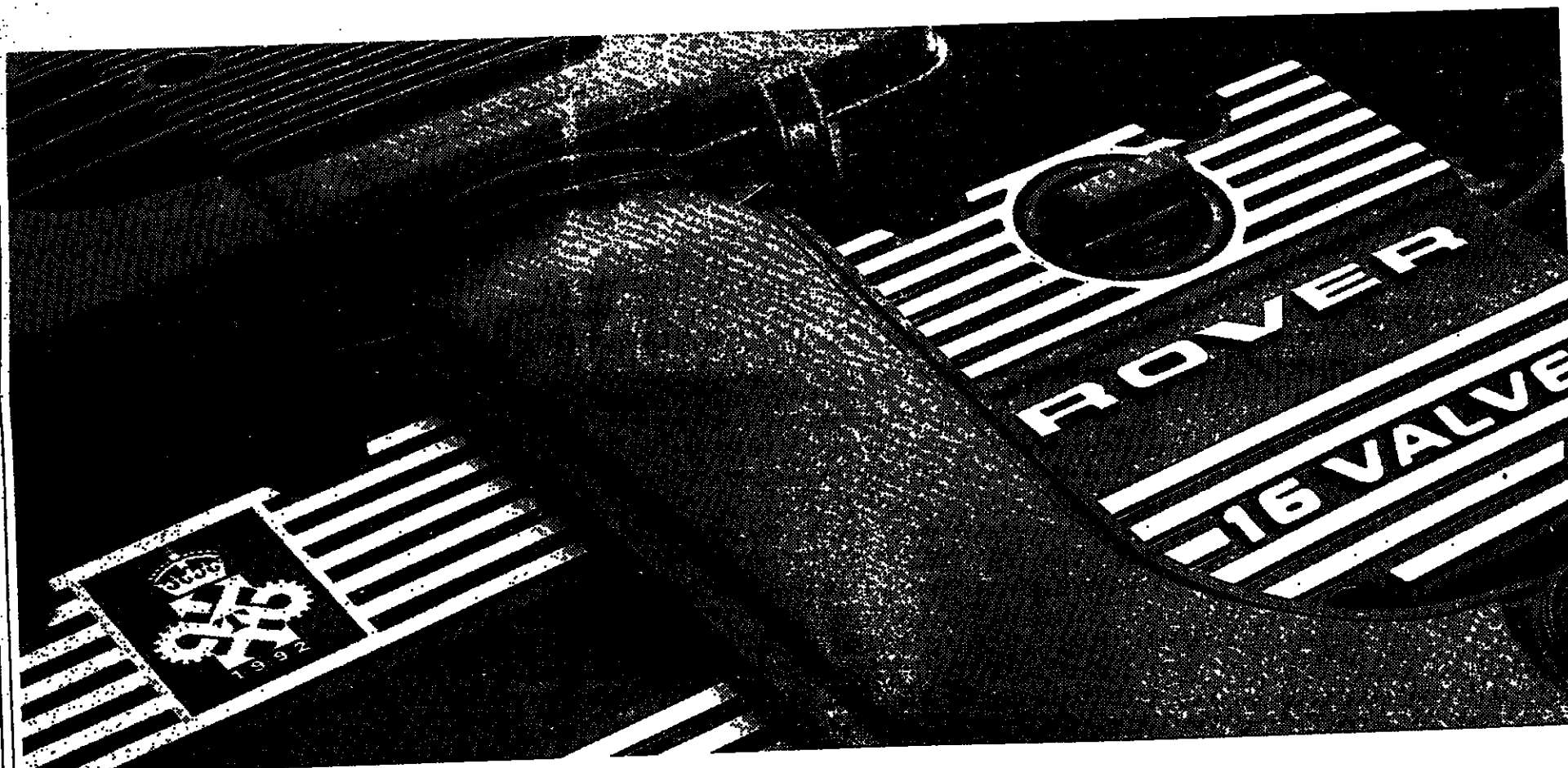
and the road or mountain trail named in his honour, Mr Patten will have to perform multifarious ceremonial duties, opening everything, presenting everything, presiding over every ritual and taking every salute.

He will quickly learn to respond when somebody whispers "Your Excellency" and to accept graciously the fulsome attentions of fawning officialdom. With Lavender, his wife, he will host parties and banquets for thoroughly diamond-bedecked ladies and portly gentlemen in the stately grounds of his residence.

In a territory where the practice of social mountaineering has been raised almost to a career, status rests upon residents on The Peak, the small mountain at the centre of Hong Kong island. Here expatriates and wealthy Chinese assiduously cultivate a Home Counties image, living in villas called "The Eyrie" or "Cloudlands", from which they look down not only topographically but also socially upon those unfortunate enough to live at lower levels.

Martin Lee, page 16

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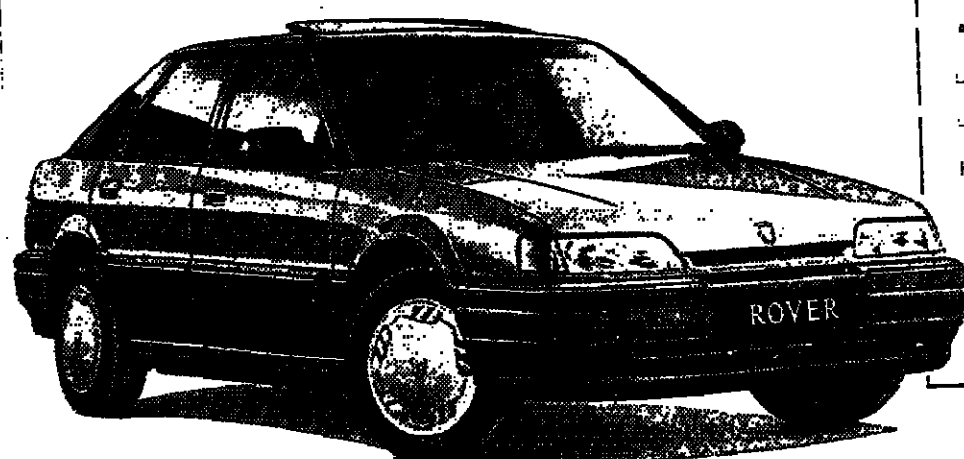
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## UN chief urges ANC to talk

Pretoria: national and international pressure began to build on the African National Congress yesterday to resume talks for a constitutional settlement in South Africa, but so far the movement is firmly resisting the idea. (Michael Hamlyn writes)

Boutros Boutros Ghali, the UN secretary-general, offered in a telephone call to Pretoria to send Cyrus Vance, the former US Secretary of State, on a goodwill mission to see if he can clear the way for as yet unspecified UN action to bring the two sides together.

Dr Tertius Delpont, deputy minister for constitutional development, also called on the ANC to return to the negotiating table.

## Riots continue

New York: A police officer was shot and more than 20 people were injured in a second night of rioting and arson in an Hispanic area of Washington Heights. The unrest began on Friday when police shot dead a grocery shop assistant.

## Secrets worry

New York: Iraq may be shredding documents on its ballistic missile capability while preventing UN weapons inspectors from entering the Iraqi agriculture ministry in Baghdad, the head of the UN commission charged with disarming Iraq said.

## Families return

Beirut: The Lebanese government is to return thousands of refugees to 116 villages and towns 15 years after they were forced to leave their homes when the country was partitioned along religious lines. There are 200,000 displaced families in the country.

## Algiers change

Algiers: Belaid Abdesslem, 64, a former energy minister, is to replace Sid Ahmed Ghazali as Algerian prime minister. Mr Ghazali resigned to enable President Ali Kafi, who succeeded the late Muhammad Boudiaf, to appoint his own team. (Reuters)

## Pilot defects

Athens: A Libyan air force pilot sought asylum in Greece after his MIG23 was intercepted by Greek air force jets before making a forced landing on the island of Crete. The pilot, 28, was slightly hurt as the jet skidded and caught fire. (Reuters)

## 'Killer' chicken

Cape Town: Nimrod Nbhini, 76, charged with killing a penguin on a beach, told a magistrate here that he thought it was a "killer" chicken. Nbhini, who had never seen a penguin, said it pecked his leg and he thought it would kill him. (Reuters)

## Dinosaur demise traced to crater

A Mexican hole 110 miles wide gives a clue to the reptiles' extinction, says Nigel Hawkes

Scientists believe they have pinpointed the spot where a huge object from outer space plunged to Earth 65 million years ago and brought the era of the dinosaurs to an end.

A buried crater 110 miles wide in the Yucatan peninsula of Mexico is "ground zero", according to David Kring and William Boynton, of the lunar and planetary laboratory of the University of Arizona. They report in this week's *Nature* that analysis of the rock from this huge crater shows it could not have been produced by volcanic processes; and that it is most likely the result of a gigantic impact.

The crater, known as Chicxulub after an ancient Aztec settlement on the site, could have been caused by an asteroid or a comet six miles in diameter hitting the Earth at thousands of miles an hour, with the force of 70 million one-megatonne bombs.

Debris from the impact and the accumulation of sediments over the past 64 million years have now buried the crater a kilometre down, but cores drilled by Petrobras Mexicanos have been used to identify a 380-metre thick section near the bottom consisting of a melt rock containing a large amount of calcium. Such a rock could not have been produced volcanically, the authors argue.

Furthermore, its composition is closely related to the layer of glassy beads nearly 2ft deep found in Haiti, believed to be the remnants of the huge shower of molten rock splashed into the atmosphere by the impact. This means that the molten rock was produced at the same time as the beads, which have been dated to the end of the Cretaceous period 65 million years ago.

After the impact, the theory goes, the climate was cooled by dust and debris tossed into the atmosphere, vegetation died off, and the dinosaurs starved. The impact theory, proposed in 1980 by Professor Luis Alvarez of the University of California and greeted with widespread scepticism, is now taken seriously, though another school of thought still holds that the extinction of dinosaurs and other life forms at the end of the Cretaceous was more gradual.

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## Mr Patten's first hurdle

Democracy is the key to a stable future for Hong Kong, says Martin Lee

As he takes up his post today as Hong Kong's last governor, Chris Patten must be clear about his overriding responsibility during the last five years of British rule: to allow the people of Hong Kong to practise democratic self-government in accordance with the 1984 Joint Declaration. Only then will we have a smooth transition in 1997 and be able to maintain our freedoms and our autonomy under the sovereignty of the People's Republic of China.

By replacing the Sinologist Lord Wilson with the political heavyweight Mr Patten, John Major has indicated that he intends to review Britain's policy of appeasement towards China. Such a review is long overdue. Rather than securing the co-operation of Peking, appeasement has led to over-increasing demands and repeated breaches of the Joint Declaration. China's continuing opposition to Hong Kong's new airport shows the short-sightedness of the colonial government's approach. For a year after Mr Major conceded a large share of Hong Kong's economic autonomy in order to obtain Peking's assent for the airport, China has forced Britain back to the bargaining table and is demanding still further concessions.

Lord Wilson and his appointees stressed the need to agree to all Chinese demands for the sake of good relations in the short term, rather than the need to defend the Joint Declaration and establish democratic institutions. But Hong Kong's first elections, for one third of the Hong Kong Legislative Council, last September saw a landslide victory for the pro-democracy camp. All 18 of us have voted in favour of pushing for this proportion to be increased to at least a half by 1995. But not one of Lord Wilson's appointees from the colonial business elite was willing to back democracy, so our motion failed by two votes. Mr Patten must not use the appointees' votes as an excuse to back down from Britain's pledge to respect the wishes of the people of Hong Kong.

We are aware that even a modest move towards democracy runs the risk of antagonising China. Our opponents and the two Communist-controlled newspapers in Hong Kong constantly hammered this theme home before the 1991 elections. Yet the people of Hong Kong overwhelmingly elected us, because they believe it is necessary to stand up to China's pressure and proceed with democratisation. We do not believe that Peking will act so rashly as to demolish a smoothly functioning democratic local government on July 1, 1997.

While the democratically elected representatives of Hong Kong believe strongly in the need for a good working relationship between Hong Kong and China, we are not willing to relinquish our rightful authority over our own internal affairs. We are extremely unhappy that the Sino-British Joint Liaison Group, contrary to the provisions in the Joint Declaration that it should be only a diplomatic consultative body, has increasingly become the mechanism by which London and Peking make decisions about our affairs without our consent and often against our wishes.

As the new governor, Mr Patten must allow Hong Kong to stand on its own feet and negotiate for itself. Currently, Peking greatly prefers to deal directly with London, which is considered more willing to make concessions since it has much less at stake than Hong Kong. Certainly this has been the case in the airport negotiations. Come 1997, however, Hong Kong will have to negotiate with Peking on its own: the sooner Britain allows us to do so, the better.

I hope Mr Patten will keep at the forefront of his mind Mr Major's statement at the Commonwealth Conference last year in Zimbabwe: "The bedrock of what we must do must be the general application of democracy and human rights. That means the rights of our citizens to choose freely who governs them." If we the people of Hong Kong, who will remain here after 1997, are willing to take a stand on democracy even at the expense of displeasing Peking, what on earth can possibly be holding Mr Major and Mr Patten back?

The author is a QC and leader of the United Democrats of Hong Kong.

If Labour is ever to win it must convince the middle classes it is on their side, writes David Lipsey

## Goodbye big spender

Believing in greater equality is the traditional hallmark of the socialist. Following Labour's election defeat, widely blamed on John Smith's soak-the-rich tax policies, must it now be ditched? No, but Labour's commitment to equality needs a complete rethink.

For the founding fathers of socialism, equality seemed not only right but popular. Under 19th and early-20th-century capitalism, a gulf existed between the rich and the rest. The top 10 per cent in society lorded it over a down-trodden 90 per cent.

That is no longer an accurate description of society. The rich 10 per cent are still with us. So are the poor, who constitute not 90 per cent, but perhaps 20 per cent of society. That leaves perhaps 70 per cent who are neither one nor the other.

This dispensation is not confined to Britain. A similar structure can be seen in America, although there race adds another contour. It is true of France and Germany; indeed the 10:70:20 model appears to apply to all Western capitalist societies.

This is crude sociology, but elections are rarely lost by an excess of crudity. And the political significance of this change cannot be overstated. In Britain, Labour can naturally expect the support of most of the bottom 20 per cent, although this is the segment of the population least likely to vote. Labour will win only a few votes at the top. Its task, at which it failed on April 9, is to appeal to the broad mass in the middle, who need persuading that equality is in their interests.

The middle 70 per cent, including many middle-class people, are potentially sympathetic to Labour values. They want good public provision, since private education and health care are beyond their pockets. Many lack capital, and many resent the burden of their mortgages and the insecurity of their jobs. What Labour needs is a policy for equality

which attracts them as well as the poor.

That will be task of the committee on social justice proposed by Mr Smith. The form of the enquiry is important. Experts will be queuing up to offer advice. Most will be keen redistributivists, motivated by a desire to help the poor. Left to themselves they can be relied upon to design policies that shower munificence on the bottom 20 per cent of voters. But if Labour wants a winning policy, these well-meaning experts must be kept on a tight rein.

The commission should not be in the business of punishing the top 10 per cent, whom many in the middle aspire to join. It would be well for Labour to give an unbreakable commitment that no taxpayer will face a marginal tax and national insurance rate of more than 50 per cent of his or her income.

Nor should the commission be transfixed by direct taxation

of incomes. A two-tier or multi-tier VAT, weighing rather more heavily on luxury items, might form part of the armoury. Labour should also look again at the whole tangle of taxation on capital and wealth. Inheritance tax, in particular, bites heavily on relatively small fortunes, while millionaires effortlessly avoid it.

How tax money is spent is as important to equality as how it is raised. Some public spending is redistributive in the right direction, for example, income support for the poor. Some, however, is redistributive in the wrong direction, for example grants to Covent Garden and subsidies for British Rail.

In general, Labour is prone to think that because it approves of the objects of particular expenditure (for example, public transport), the state should subsidise them. But there is nothing intrinsically superior about public funding or subsidy.

Indeed, Labour should think harder than the Tories about getting certain expenditures off the state's back. There is no logical reason why the state should provide the road system. It could be privatised. Tolls could be levied. Some of the proceeds could be used to bolster those forms of public transport most used by the less well off, especially buses.

The review is also being urged to consider ending universal state benefits. These are a great burden on the taxpayer, and are hard to defend. Why should Joe Soap's taxes be used to provide the child benefit with which Lady Muck pays her cleaner?

But this is swamp territory, for altruism is not what makes the middle 70 per cent tick. They support state spending, not because of what it does for the poor, but because of what they want it to do for them. Confine benefits to the poor and a populist wave of opposition

may be expected from potential Labour voters who think their cash is going to shirkers, scroungers and immigrants.

Balance is all. Labour would be foolish to repeat its error of 1992 by promising big increases in universal benefits such as pensions and child benefits, a policy, incidentally, which appears to have won it no votes at all. There should be no repetition of the commitment to uprate pensions in line with either prices or earnings, which ever increases faster, and it would be wrong in principle and in practice to promise a real increase in child benefit. The illusion that taxpayers can be bribed with their own money should die. But equally, Labour should remain the party of universal services and decent state provision. Not only is that morally right, it is what the middle 70 per cent of the population want — and may be persuaded to vote for.

David Lipsey writes for The Economist. His pamphlet The Name of the Rose is published tomorrow by the Fabian Society at £3.50.

## Bard-card: that will do nicely

In praise of his flexible friends, Bernard Levin owns up and lays his credit cards on the table

I am on record, in the case of Mr David Schummy, as saying that "salutations are due, and properly given, to anyone who can do anything better than anyone else." (Mr Schummy scored by being the world's greatest boomerang-thrower; when last heard from, he had kept the boomerang in the air, before it returned to his hand, for 36.33 seconds.)

Mind, there are no conditions as to benefits for mankind and similar nonsense; if a man stands on one leg for 17 years without a break he would be entitled to the coveted Levin Accolade for Excellence. However, I confess that I have recently come upon a contender for the prize who has made me wish that I had laid down certain restrictions, just as The Guinness Book of Records very rightly refuses to accept endeavours which might put people in danger.

Gulping hard, then, I pin the certificate on the chest of Mr Walter Cavanagh of New York, who carries about with him, in a specially designed wallet (I'll say it's specially designed) 1028 credit cards, weighing 35lb.

Any man faced with a claim like that will inevitably turn to his wallet and count his cards: I have just done so, and I am amazed to find that I have no fewer than 12. Reading from left to right, I make it Visa, MasterCard, American Express, BT Chargecard, Eurocheque card, cash-machine card, BT phonecard, ditto Mercury, Marks and Spencer storecard, London Library pass, zoo ditto, and something called Centricard, which has run out.

Yes, but 1028? (And, incidentally, he ought to be giving a thought to the design of his wallet; if I have remembered the pound/gramme relation correctly — a most unlikely sup-

position — two-thirds of what he is lugging around is the wallet and only one-third is the cards.)

Never mind the quality, feel the width. To start with, if I hear myself once more saying "What did we do before credit cards?" and getting no answer, I shall cut several of mine in half, as one is supposed to do when disposing of the things. Actually, I have cut a lot of them in half, over the years, because if Mr Cavanagh holds the record of the number carried (well, I presume, he does), I must be the champion at forgetting my PIN number.

The trouble is that the do-laden letters you get about never telling anyone your PIN and never writing it down, and never letting anyone look over your shoulder at the cash-machine, that I am practically programmed to forget the damned thing the moment it arrives.

I tried turning the numbers into acronyms for a bit, but it was too depressing to go on tapping in PONG or DEAD. I will happily swap my current ones for, say, BEER, LOVE or CATS, like those idiots who pay astounding sums to get a car number-plate with their initials on it. Now I come to think of it, since the number-plate wheeze plainly works, would any entrepreneur like to join in me in setting up a business dealing in PIN-swaps?

Let us come back to Mr Cavanagh for a moment, as he waddles about with half a hundredweight of oblong plastic distractions about his person. How does he do it? (Let us not even think about why he does it.) There are, of course, very many facilities which offer cards — shops, airlines, places of enter-

tainment, restaurants — but the great majority of card-givers will, in addition, accept the worldwide umbrella cards, Visa and Access and their like. In other words, most items of Mr Cavanagh's collection are quite unnecessary.

Well I suppose most of us would have twigged that much by now, unaided. But of course he is not really worried about being arrested if, after having consumed a couple of Big Macs, he realises that he hasn't got a card to pay with. Then again, I would like to know whether he gives each of his 1,028

an outing in rotation; it would be a rotten deal if he just uses Visa or Access like the rest of us and lugs the rest about for reasons unknown.

There has been a good deal of irking with American Express lately. Some facilities are giving it up; Nico has a fierce statement across his menu, saying "We do not accept American Express cards". The reason is that although it is perfectly convenient for the buyer (although there is a substantial annual fee), the sellers are complaining that whereas Visa and Co are content with 1.5 per cent as their rakeoff,

Amex slices off something like three times that.

I had a monumental run-in with Amex, extending over five months, a couple of years ago (we have long since made it up). In the course of which I wrote what I think must be the rudest letter I have ever penned in my life — no small claim; I have arranged to have it read out at my funeral. Amex was entirely in the wrong, and eventually wrote me a letter of apology that stretched over six pages. I had a miniature form of such dinging-donging with MasterCard more recently, but they hadn't the

backbone for a fight, and paid up quickly.

Which was the first credit card — credit card, that is, of the modern ubiquitous kind? I have a feeling that it was the Diner's Club; I had one, occasionally much surprise among less sophisticated folk.

I have friends who refuse to hold credit cards; the most familiar reason is the danger of overspending. The transaction is indeed seductive; try as I may, I cannot think of those slips we sign as money, and money, moreover, which will not be demanded for weeks yet. Mind you, Reckless Jack Levin is not entirely soft in the head; I invariably pay off the whole sum every month, and even wait until the last few days for posting the cheque, reciting the Communion against Usury as I do so.

For all of their faults and dangers, credit cards are an immense boon. Imagine clutching bundles of banknotes, or always waiting while a substantial cheque is tactfully authorised. The credit card has to be scrutinised too, but that is now done automatically almost everywhere; a mild whirring, a signature, and off we go.

I try to use my cards for different purposes — one for business, one for pleasure, and so on — but I always forget which is which; mind you, all the credit-card companies I use are excellent at listing everything paid for (Amex even sends you the duplicate of the signed slip).

Arnold Bennett wrote a book called *The Card*, but I don't think it was about our plastic friends, or even Mr Cavanagh's. It is possible that Shakespeare was thinking of Visa when he said "We must speak by my card, or equivocation will undo us all"; perhaps when he was skint and the head waiter at the Mermaid presented the bill, he pretended to have left his Access card at home, and Ben Jonson had to bail him out again. I don't think Mr Cavanagh would get far with that trick.



...and moreover  
**CRAIG BROWN**

The delicate negotiations between the health secretary, Mrs Bottomley, and the British Dental Association seem set to continue for some weeks. On the last session with them, Mrs Bottomley said she felt a little numb and swollen, but she still had every confidence.

From the very beginning, the negotiations have been tough. Mrs Bottomley and her team arrived at the headquarters of the British Dental Association five minutes early. Feeling a little tense, they waited in silence in a reception area pleasantly decorated with colourful wall-charts demonstrating how to fend off the forward march of plaque. After a few minutes, they each picked up an old copy of *Homes and Gardens* magazine, trying to quell their fear by concentrating their minds on October 1989 profiles of Keith Floyd headed "Will the Real Keith Floyd Please Stand Up?" and articles detailing twelve tips for adding Christmas cheer to your seasonal decorations ("A few sprigs of holly around a central orange can prove most effective").

Fifteen minutes later, just as they were growing strangely fascinated by a recipe for a traditional Christmas Scandinavian egg nog, Mrs Bottomley and her team were called in by the president of the British Dental Association. "Make yourself comfortable," he said to Mrs Bottomley, pointing at his couch. "Now, we haven't seen you for a while have we?

How are those children — keeping you busy, are they? Yes, I bet they are, ha ha."

It was important that throughout these difficult negotiating conditions the government team should keep a clear head. Mrs Bottomley hummed a favourite tune to herself, while her junior minister preferred to list all the members of the Somerset Country Cricket XI who had scored over 50 in a Test match between 1925 and 1963.

"Going on holiday anywhere exciting this year?" said the president of the BDA, pulling on his rubber gloves and making a few final adjustments to what looked like a garden implement.

Keen to create a relaxed impression, Mrs Bottomley had begun to detail her plans for taking the children to Crete when she found her banter impeded by the dentist's thumb and forefinger, a block of dark rubber and a piece of tubing making a gentle gurgling sound.

When the president removed the implement from her mouth, Mrs Bottomley decided that the time was now right to push forward the government's plans for an imposition of a 7 per cent cut in fees. "Like it or not, we are determined that your fees simply must grow more in line with..."

"Open wide! How often do you brush your teeth? Oh dear, only twice a day?" It was the chief treasurer of the BDA, a thoroughgoing professional, admitted throughout his profession for his guile-mongering skills. "And how often do you floss? Have you been eating many sweets lately? And how often do you say something that you later regret? And isn't it frankly about time you wrote that thank-you letter?"

With Mrs Bottomley now undergoing a vigorous scraping and polishing, her junior minister pursued the negotiations. "I would urge all dentists to think long and hard before WAAARGH!" he said.

"Did you experience a little discomfort?" asked the chief entertainment officer of the BDA, applying a spike to his gums. "Yes, it might hurt just a little, but not to worry it won't take a second. Have a quick rinse. Going anywhere nice this year?"

After a lengthy session ("You'll probably be feeling a bit sore, and bleeding is only to be expected"), the government team has been booked in for another appointment later in the week.

So far, the British Dental Association is happy with the way the treatment is going. It remains convinced that after a few more sessions, Mrs Bottomley and her team are bound to come round to the dentists' point of view, even if they first have to experience a little discomfort.

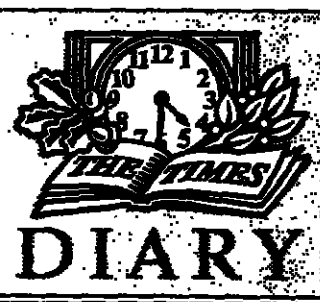
## Family in high places

WHATEVER else they may level at him, let no one accuse Lord Hesketh of sexism. In a variation on the usual theme, Hesketh, as government chief whip in the Lords, has created a job not for the boys, but for one of the girls.

The lady in question is none other than his cousin, Sophie McEwen, who began work last week at the taxpayer's expense as Hesketh's own personal political adviser. Lordy eyebrows have been raised in the Upper Chamber, not simply because of the family connection, but because no previous chief whip in the Lords has ever felt the need for a political adviser. "I am not a distant cousin of the chief whip you know," she says. "I am a close relative. We are first cousins and we get on very well. When Alexander decided he wanted a special adviser he came straight to me." Tory peers are particularly surprised at the appointment, given that Lord Wakeham, the Leader of the Lords, who works a 16 hour day and chairs a number of cabinet committees, thought his workload only warranted a part-time adviser, and in the end decided not to hire one at all.

McEwen, who has been on holiday since the general election, was special adviser to Lord Waddington, the last Leader of the Lords. After Wakeham made it clear he did not think there was a job for her, Hesketh suggested to other cabinet colleagues that they might consider appointing his cousin, who previously handled publicity for Bob Hoskins and Jeremy Irons. They all turned her down.

The wisdom of a member of the government appointing a close member of his own family to such



a sensitive post is being called into question on all sides of the House. Lord Graham of Edmonton, the Labour chief whip, says: "We do not run to these luxuries, I am afraid. We don't have special advisers. We do our best; we can on the resources we have got."

Ironically, on Monday, less than a week after McEwen began work, her cousin presided over the government's first parliamentary defeat since the election. "Most of my time is spent liaising between backbenchers, ministers and the chief whip. I don't believe it is nepotism, but I cannot deny our close family connection."

## International rescue

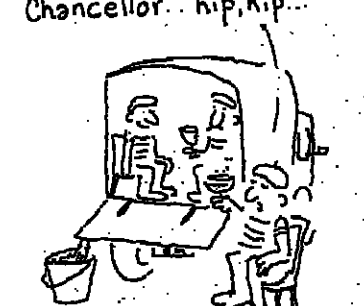
OBSERVERS at the G7 summit believe they have an explanation for the low profile of James Baker this week. The American secretary of state, they believe, is about to resign to take up a new job — running his beleaguered president's election campaign.

Events in Yugoslavia and the prospect of a new Israeli government ending the deadlock in the Middle East mean this is not a propitious time for Baker to stand down, but in the light of Ross Perot's advance, Bush's need is great. Fuelling the rumour, Baker has booked a week-long fishing trip with the president in the

wilds of Wyoming when they return from Munich. The last time the two men went fishing together was in 1988 — immediately after which it was announced that Baker would co-ordinate Bush's first presidential campaign.

The newly created Portsmouth University became another casualty of the French blockade this week when three Italian-made chairs specially commissioned for the new Chancellor and his colleagues failed to arrive in time for the inauguration ceremony. The lorry carrying them was stuck on

Three chairs for the Chancellor... hip, hip...



a French autoroute. Fortunately, few noticed that Lord Palumbo, the Chancellor, and his colleagues were sitting on refectory chairs. All eyes were on the lavish purple and gold gowns, which were donated by Messrs Wippell, gown-makers, at a cost of £20,000.

## Drinks cabinet

The cabinet may or may not be united over the imminent round of spending cuts, but it is definitely divided by its tastes in wine. John Patten, the secretary of state for education, is letting it be known that he has nothing but contempt for the cellar he

inherited from his predecessor, Kenneth Clarke.

Patten's favourite after dinner story currently concerns the six bottles of Rioja he found languishing in the ministerial cupboard on his first day in office. "It was of such excruciating quality," he says, "that I decided the only way to get rid of it was to invite the general secretaries of the teaching unions for lunch and inflict it on them." His own tastes, he explains, are far more sophisticated. Having held his seat on election night, he and his wife returned home and sat down to a feast of corned beef sandwiches washed down with "a bottle of the most excellent burgundy, at 5.45 in the morning, when the BBC finally conceded defeat."

## Europe salutes

SIR EDWARD HEATH, who is 76 today, will spend his birthday quietly recuperating from his recent operation, but friends are planning to compensate with a celebratory evening later in the year. Lady Barber and Mrs Paul Channon are organising a gala tribute in London's Guildhall to celebrate "a lifetime of achievement" on September 15, by which time they hope the former prime minister will be fully recovered.

The evening is expected to feature the New Queen's Hall Orchestra, of which Heath is president. The orchestra, a revival of that formed by Sir Henry Wood in 1895, will use some of the original instruments. Heath remembers the orchestra well: "My earliest memories are of performances which were full of vitality and expression, whose spirit was often achieved by a combination of spontaneity and fantasy." Among the guests, to give the event a suitable EC flavour, will be Jacques Delors.





## HOLDING BACK FROM WAR

Never begin a war without clear aims. Thus does the Pentagon plead with American and other G7 leaders, some of whom are electioneering by sabre-rattling over Yugoslavia. As UN-sponsored relief planes pour into Sarajevo airport, so the pressure for outside military intervention mounts. It mounts from the besieged Bosnians. It mounts from humanitarians seeing people die in the streets of Sarajevo. It mounts from a media eager to dramatise any conflict to which its cameras are admitted. But if it is a demand for unlimited and unspecified involvement from which there is no clear exit, it must be denied.

Democratic leaders under election pressure tend to respond with vague promises of action. "Measures not excluding military means" would be taken if relief operations were impeded, said the G7 yesterday, though with Douglas Hurd registering strong reservations. An American fleet is steaming into the Adriatic. Britain has a warship on the way; France and Italy are offering troops. By such deployments, Serbia is being threatened with an implied ultimatum. But what if the Serbs refuse to comply? Thus the Balkans gradually draws the world once more into its peculiarly toxic mire.

There have been two archetypal incidents of American ground force intervention since Vietnam: Beirut and Kuwait. The first was characterised by emotion and publicity-seeking, by overreaction followed by underachievement. A lack of any objective beyond "being seen there" led to a humiliating withdrawal. Kuwait was the opposite. Not only did General Norman Schwarzkopf carry out a clear military objective but the Americans and their allies showed immaculate restraint in not pushing the campaign wider in the aftermath of victory. They sailed for home and thus avoided being sucked into the internal strife of a foreign land.

Bosnia is more like Beirut. It is a civil war with village against village, tribe against tribe, family against family. It is a war for territory, characterised by revenge and atrocity. Such wars are rarely settled by external

intervention, be it military or diplomatic. They are fought to the point of grim exhaustion, peace only returning after mass population movements and immense human suffering.

The desire to relieve such suffering is as universal and pressing as it is decent. The relief convoys into Sarajevo must be established and protected. Yet this requires military support only of the most limited sort and with the most restricted terms of engagement. Those who know the terrain say that air cover would be nearly useless. Even assuming bombers could distinguish "friendly" from other gun positions, civil war means constant movement and numerous changing fronts, with limitless opportunities for error.

The best that can be done is to continue relief to the distressed residents of Sarajevo as long as they can be reached. If this becomes too dangerous — and the denial of relief to trapped civilians could sooner or later make perfect tactical sense to one combatant or another — then it will have to stop. To persist in such circumstances could mean a long guerrilla war, with no end short of the defeat of Serbia's forces and the permanent policing of Bosnia's borders.

Yugoslavia is suffering exactly the sort of "post-imperial" civil war that the collapse of communism makes more likely. Such wars will now usually be fought in the glare of publicity, with pressure on "new world order" policemen, notably America and Europe, to intervene to stop them. This legacy of dictatorship will, with luck, prove no more than a bloody precursor to some new democratic order.

This order must be strengthened but that does not mean intervening whenever rival factions, possibly from incompatible peoples, are bent on violently resolving old and bitter differences. Where this is happening, the outside world must wait patiently and relieve suffering where it can. It must accept that there may be some quarrels that no outside force can solve.

## DEFENCE AGAINST FRAUD

A year after the Bank of Credit and Commerce International was shut down by the Bank of England because of widespread fraud and deception, the Bank has produced its own analysis of what went wrong. The retreating horse is now a speck on the horizon but at least the stable door has shut with a bang.

The Bank of England as a regulator faces a similar dilemma to that of a social worker. Take a child away from its parents unnecessarily and the social services are vilified for breaking up families. Leave it there to be battered and they are guilty of failing to heed the warning signals. The Bank of England is damned either way. When it first shut down BCCI, it was accused of acting too hastily; it should have waited, said its critics, to give the bank a chance of restructuring itself. Later the Treasury select committee, among others, accused it of stalling too long. Had it been swifter, depositors would have been defrauded of less of their money.

Yesterday's reply from the Bank of England tries to address the select committee's criticisms. It could not have acted earlier, it maintains, because it did not realise how widespread the fraud was. It believed that known problems were isolated incidents and that its duty to BCCI's depositors required an attempt to solve the bank's difficulties through new management, new shareholders and restructuring without recourse to closure. It claims — and there is no reason to disbelieve it — that regulatory action is often successfully taken without depositors knowing a thing.

Most people looking at BCCI's structure, management and domicile would have had a hunch that it was a suspect venture. That was the conclusion City professionals drew long before the Bank took action. Jointly registered in Luxembourg and the Cayman Islands, two of the most secretive host countries, BCCI looked as if it had something to hide. But under existing legislation,

the Bank of England cannot refuse or revoke a licence merely because it has an instinct that something is wrong. Furthermore, though the Bank does not say so, had it forced BCCI to close earlier it could well have been accused of racism by many Asian small businessmen in Britain who thought they had found a bank that understood them.

The Bank's answer to its critics is that it needs more discretion. It should be allowed to withhold a licence for an overseas bank branch until it is satisfied that the bank is properly regulated by another country. The burden of proof would be on the host regulator to show that the bank was sound and honest in run.

This ties in with the banking supervision code approved by the Basle Committee of central bankers on Monday. Under this code, every bank must have a single, central regulator. BCCI deceived the world for years because no one central bank had specific regulatory control of it. A central bank would also be able to impose "restrictive measures" on the branch of an overseas bank if it was unhappy about the supervision of the parent.

This must be sensible, even if it will hurt the economies of some offshore banking centres. Since much of the inflow of funds to these centres comes from drugs, arms and corruption, Western countries should not feel too guilty.

But even the Basle Committee admits that there is no ironclad protection against fraud or deceit. The Bank of England and the auditors of BCCI were deceived by talented people. Tougher regulation will eventually be matched by more sophisticated fraud. Regulators may feel bad about acting on a hunch, but depositors are quite entitled to do so. If they hear even a hint of a rumour that a bank is unsound they should move their money elsewhere. Switching accounts is easier than trying to salvage money from a busted bank. Prudence is the duty of the depositor as well as the regulator.

## SAD BIRDS OF YOUTH

The report by the British Youth Council published yesterday paints a black picture of what it can be like to be young in the 1990s. Statistics collated by this umbrella body of organisations for young people aged between 16 and 25 show that an increasing number of its constituents are poor, homeless, jobless, uneducated and without training. West Indians fare worst, but no group fares well.

Someone under 25 calls the Samaritans every four minutes. Unemployment among those under 25 has risen by more than a quarter of a million in the past year, and is now running at 16 per cent compared with the national average of 9 per cent. Only a third of those between 16 and 18 in the United Kingdom are engaged in full-time education or training. This is exactly half the average figure in the other 12 countries in the Organisation for Economic Co-operation and Development. Every year, 156,000 young people between 16 and 19 have no home to go to, and a quarter of these are escapees (or refugees) from care.

Statistics, however official, are only a rough measure. Conditions such as poverty and lack of education can be defined only crudely. But the report suggests that for a rising proportion of Britain's young people, youth is proving an awful experience. Far from being the happiest days of their lives, as proposed by adult propaganda down the centuries, the salad years for many today are said by this report to be maggoty with frustration, homelessness and boredom. Anguish in youth there has always been, but otherwise called the pain of growing up. But the story told by yesterday's report suggests a

more serious malaise. The report is a warning siren for Britain's future.

The most important warning that any generation has to do is to prepare the way for its successors. Britain is notorious for locking up a higher proportion of its criminals than any other civilised nation: 30,000 young people under 21 are shut away in prisons and other institutions. This is the revolving-door syndrome — no home, no job, no money; hence crime, increasing isolation from society, imprisonment; hence no home on release, and back again to prison.

John Major, who is a shining example of overcoming the disadvantages of a truncated education, said recently: "In the past too many 16-year-olds have been made to feel that further education or training is not for them. As a result, we have too many young people without the skills or motivation to get off to a good start in their working life." This is not in the past. It is still the case, and getting worse. In the past ten years, the number of apprenticeships in manufacturing industry has fallen by two-thirds.

It has been a chronic delusion of the middle-aged, since Stone-Age man disapproved of his rebellious sons, that standards are slipping, and that the young are not a patch on the previous generation. And there are always going to be some young too feckless and too stupid to take the opportunities offered. But this report shows just how far Britain has still to go before society offers all its young people the help they need in their passage to adult life. This is not a society at ease with itself. This is a society storing up problems for the future.

## Subsidiarity: divining the true sense of Maastricht

From Mr A. C. Geddes

Sir, The principle of subsidiarity, as drafted by the Community, is not the rock on which to build the new Europe. It requires clarification in at least one important respect. Even assuming that the European Court would be prepared to override the views of the member states which had adopted a measure on the basis that its objectives could better be achieved by Community rather than national action, it might still not be clear whether or not the measure was in breach of the subsidiarity principle, and therefore illegal.

The principle will be contained in article 3(b) of the EC treaty when amended by the Maastricht treaty. The relevant part of that article, as Lord Bruce of Donington (letter, June 23) pointed out, provides that: "the Community shall take action, in accordance with the principle of subsidiarity, only if and in so far as the objectives of the proposed action cannot be sufficiently achieved by the member States and can therefore, by reason of the scale or effects of the proposed action, be better achieved by the Community."

In any challenge to the legality of a Community act on the grounds of its being in breach of that principle the European Court (not the national court) would presumably have to ask itself two questions: "Can the objectives of this measure be sufficiently achieved by the member states?" and "Can those objectives be better achieved by the Community?" The trouble is that the answer to both questions might well be "Yes".

One example will illustrate the point. The Wild Birds Directive was adopted by the Community in 1979 for the purpose of providing a general system of protection for all species of wild birds found in Europe. Clearly the objectives of that directive could have been sufficiently achieved by each of the member states passing independent legislation to the same effect; but arguably its objectives were better achieved by Community action which was certain in its impact throughout the Community and uniform in its application.

Yours sincerely,  
A. C. GEDDES,  
European Law Group,  
2 Essex Court, Temple, EC4.  
July 3.

From Sir Anthony Meyer

Sir, Matthew Parris (Political sketch, June 30) seemed scornful of those Conservative MPs who are so eager to disclaim their previous loyalty to

Margaret Thatcher. Perhaps you would allow me, as someone who never concealed his hostility to her style and her policies, to comment on her present stance.

Margaret Thatcher, in and out of office, is a conviction politician who pays more heed to her passionately held beliefs than to practical necessities; and she deserves respect for that. It would be good if she would show as much respect for those who hold equally passionately to an opposite view of European integration.

But as an ex-prime minister she must be better aware than most of the consequences which would follow if the chance voice of a referendum, which might well be swayed by some last-minute incident such as a clash between fishing boats, should compel the British government, headed by the man she chose as her successor, to break its word to its European Community partners.

I am etc.,  
ANTHONY MEYER  
(Policy Director,  
European Movement (UK),  
Europe House,  
158 Buckingham Palace Rd, SW1.  
July 3.

From Mr Patrick Robertson

Sir, The prime minister has challenged opponents of the Maastricht treaty to state whether or not they want Britain to be a member of the European Community (report, June 30). His challenge deserves a reply.

Britain's membership of the Community is not in doubt. The real question is why the government continues to support the Maastricht treaty despite its widespread unpopularity, the substantial parliamentary powers it cedes to Brussels, and the absurdity of supporting a treaty which has been rendered null and void by its own rules.

The prime minister's challenge illustrates the fundamental weakness of Britain's negotiating position. It betrays no alternative policy, ultimately, to one of reluctantly but inevitably appeasing the federalist demands of Paris and Bonn or risk, as the prime minister sees it, being a "little England, impoverished, devoid of influence, sour in isolation, bereft of hope, languishing either on the sidelines of the EC or of history" (report, July 3).

In the last fortnight, our influence "at the heart of Europe" has had the effect of conceding in principle the right of Brussels to determine the

working hours of employees and set our own VAT rates. We have signed an airline deregulation agreement which is a sham.

Our attempt to reform the CAP is likely to cost another £2 billion, while the EFA fighter project, employing 30,000 British workers, is falling apart. Finally, our calls to widen Europe have simply been ignored.

Being at the heart of Europe means providing leadership. It should not mean conceding time and again on matters of principle and practice which are contrary to the national interest and which fly in the face of our professed belief in a Europe of co-operating nation states.

Yours faithfully,  
PATRICK ROBERTSON  
(Co-ordinator,  
The Bruges Group,  
63 Duke Street, W1.  
July 3.

From Sir Kenneth Lewis

Sir, Lady Thatcher, in her first House of Lords speech (report, July 3), called for a referendum, to make sure of getting the views of the people on Maastricht. But it was Lady Thatcher's undoing as prime minister that she refused to accept the obvious views of the people on the poll tax, proven by opinion polls, by the mail of MPs, by by-election results, by newspaper, radio and television interviews, and even by the views of some members of the House of Commons.

No referendum was necessary, no referendum offered. Parliament would decide, and Parliament did decide on the poll tax, to the cost of the then prime minister.

On Maastricht, although the present prime minister has refused a referendum, the good sense of the people who may wish for changes will nevertheless have to prevail.

Yours faithfully,  
KENNETH LEWIS,  
Redlands, Preston,  
Oakham, Rutland.

From Mr Robert Hargreaves

Sir, A perfectly good English word encompasses all that is meant by the Eurospeak "subsidiarity". It is defined by my pocket edition of the OED as meaning "of a covenant of states, united, but independent in internal affairs".

The word is "federal".  
Yours faithfully,  
ROBERT HARGREAVES,  
17 Kinson Road, SW13.

From Mr John McCabe

Sir, If Mr Harvey Ackerman (letter, July 3) selects concerts "carefully to avoid any piece of a non-melodic nature", and does not listen to Radio 3 without, presumably, selecting programmes for listening according to the same principle, how on earth does he know what is and is not of a non-melodic nature?

Yours faithfully,  
JOHN MCCABE,  
49 Burns Avenue,  
Southall, Middlesex,  
July 3.

From Mrs Sandra Lewin

Sir, It is the last paragraph of Harvey Ackerman's letter (July 3) that fills me with dread. Were Radio 3 to play too many "snippets of popular classical music" it would simply become a "Muzak" channel. Music played in this way is background music.

Let Classic FM do its worst — but please Nicholas Kenyon, let Radio 3 continue doing its best.  
Yours faithfully,  
SANDRA LEWIN,  
3 Bourne End Road,  
Northwood, Middlesex,  
July 3.

cereal monocultures. That will help hard-pressed species, such as the lapwing, skylark and corn bunting. With benefits to annual flowers, butterflies and sawflies, the new set-aside should restore the insect food supply for species under even more pressure, such as the partridge.

More importantly, on the land not set aside, the new compensatory area payments will reduce the intensification processes that have produced the grain mountains and brought so many hitherto common species in the countryside close to extinction.

If there is a public outcry about set-aside next year, it will not be justifiable on ecological grounds.  
Yours faithfully,  
G. R. POTTS  
(Director-General Designate),  
The Game Conservancy Trust,  
Fordingbridge, Hampshire.

effect — so, too, has world recession — but the generalisation that "tour operators have reported a 50 per cent fall in bookings" is wide of the mark.

Following the incidents in the Mara reserve earlier this year, the industry has received every co-operation from the police and the Kenya Wildlife Service and security has been greatly improved. Our country remains one of the safest tourist destinations in the world: potential visitors should not be deterred by instances of crime which are far more common in apparently more developed and sophisticated countries.

Yours faithfully,  
P. F. KITOLOLO,  
Vice Chairman, Kenya Association of Tour Operators,  
Jubilee Insurance Exchange,  
Kaunda Street,  
PO Box 48461, Nairobi, Kenya.  
July 6.

## Disruption along the autoroutes

From Mr Ronald Forrest

Sir, The disruption to transport being caused by French lorry drivers should be the occasion for the European Community to assert itself. The roads of France are used by people from all over Europe, especially during the holiday months.

This is, par excellence, a Community matter. What is the point of opening up frontiers if it is in fact impossible to move freely within a country?

The passing of a European law dealing with a matter of this kind, instead of with the flavours of potato chips, would be a step in the direction of creating some respect for the idea of Community law.

Yours faithfully,  
RONALD FORREST,  
Deliryn, Castle Morris,  
Nr Haverfordwest,  
Pembrokeshire,  
July 6.

From Mr Robin Ward

Sir, France has introduced a new traffic law, using a points system against offending drivers. It is this law that has led to lorry drivers blocking the autoroutes.

What they object to, however, is not so much the system as such but the fact that it applies to the professionals who may drive several thousand kilometres a month, in exactly the same way as to somebody whose only sortie is a couple of kilometres every Sunday to Mass.

I approve of the observance of law and dislike violence. I am sorry for the stranded British tourists. I regret that my dogs have no meat (the rest of us are vegetarians) and that half my household is detained in Lyons without petrol. But I am wholeheartedly on the side of the lorry drivers, whose livelihood is at risk.

Yours truly,  
ROBIN WARD,  
Lou Casau,  
Route du Mont Chauve,  
06950 Falicon, France.  
July 6.

From Mr A. B. Thomson

Sir, I salute the French lorry-drivers' honesty. They have drawn the attention of the world to their assertion that they consider themselves incapable of driving to the standard of safety demanded by modern society.

Yours sincerely,  
A. B. THOMSON,  
3 North Promenade,  
Whitby, North Yorkshire.

From Mr and Mrs Jeremy Moody

Sir, Is this the same French government that intends to open roads in Bosnia?

Yours etc.,  
JEREMY MOODY,  
PATRICIA MOODY,  
Wilmot Lodge, Baker's Hill,  
Coleford, Gloucestershire.

From Mr Kevin Grant

Sir, Why is France always governed from the streets? Why can't they do it indoors, like the rest of us?

Yours sincerely,  
KEVIN GRANT,  
The Athenaeum,  
Pall Mall, SW1.

## Master of Longleat

From the Marquess of Bath

Sir, Your report of my accession to the Marquessate (July 1) was accompanied by a photograph of my wife, Anna Gæd, whom you describe as a soft-porn actress. None of the films in which she has appeared could accurately be described as such.

You also state that I dropped the final 'e' from the family name of Thynne in order to distance myself from my father. The reasons (which were well advertised at the time) were twofold: to revert to the original spelling of the name, and to arrest the shift in its pronunciation, which is gradually rhyming it with Pine instead of Pin.

Yours faithfully,  
BATH,  
Longleat House,  
Warminster,  
Wiltshire/Wessex.

## Unsporting habit

From Mrs Katherine E. O'Sullivan

Sir, Having read and heard so much about Monica Sele's grant at this year's Wimbledon championships, I do not know why the habit by many competitors of spitting has not caused as much controversy. Is it any wonder they slip around so much?

Yours faithfully,  
KATHERINE E. O'SULLIVAN,  
12 Cranesfield, Sherborne St John,  
Basingstoke, Hampshire.

Sports letters, page 30

## In-car services

From Mrs R. S. Powell

Sir, I would point out to Dr Skelton-Stroud (letter, July 2) that the car cigar-lighter, now seldom used for its original purpose, also works as an electric socket. There are lots of electrical extras, such as vacuum-cleaners and emergency telephones, which can be plugged into it.

And the ashtray is awfully useful for the ex-smoker's sweet-papers.

Yours faithfully,  
SABRINA POWELL,  
Ballards, Bury Lane,  
Bratton, Wiltshire.

Letters to the editor should carry a daytime telephone number. They may be sent to a fax number — 071-782 5046.







to give support to them.

Mrs. Besant then addressed the meetings. She asserted that she had been informed by the girls employed by the firm that their average wages ranged from 4s. to 13s. per week. She thought those were scandalous wages from a firm dividing 34 per cent between its shareholders. Mr. Theodore Bryant had actually bought a park which had cost £170,000, and which had been paid for out of the suffering of these people. When she saw girls reduced to such wages her very womanhood revolted against the system of oppression.







TODAY IN  
BUSINESS

## ALL CHANGE



**Ian Hay Davison**, a former chief executive of Lloyd's of London, says the time has come to end self-regulation in the troubled insurance market. **Page 25**

## STRICT DIET

**Budgens**, the food retailer, is back in the black but says it will not restore dividends until trading margins improve. **Page 22**

## FOUL PLAY?



**Dixons** has accused electricity companies of unfair competition and "irresponsible use of shareholders' money". **Page 23**

## BRIGHT LIGHT

**Eastern Electricity** lifted profits to £143.1 million before tax last year and is raising the dividend. **Tempos**, **page 24**

## IN THE SHADE



A disciplinary case will severely test the accountants' "sunshine policy". **Robert Bruce** says. **Page 28**

## THE FOUNDATION

**US dollar**  
1.9237 (+0.0002)  
**German mark**  
2.8734 (-0.0128)  
**Exchange index**  
92.8 (-0.2)  
**Bank of England official close (4pm)**

## STOCK MARKETS

**FT 30 share**  
1891.1 (-15.1)  
**FT-SE 100**  
2472.6 (-21.1)  
**New York Dow Jones**  
3288.14 (-7.03)  
**Tokyo Nikkei Ave**  
16600.28 (+140.77)

## INTEREST RATES

**London Bank Base** 10%  
**3-month Treasury** 10%  
**3-month Treasury** 10%  
**US Prime Rate** 9%  
**Federal Funds** 3 1/4%  
**3-month Treasury** 8 1/2%  
**30-year bonds** 10 1/4%

## CURRENCIES

**London:**  
£/\$ 1.9237  
£/DM 2.8734  
£/Sfr 1.3471  
£/FF 6.6717  
£/Yen 124.80  
£/Index 92.8  
ECU: £0.712682  
SDR: £0.75244  
E: £0.403150  
SDR1: £32899  
**London Forex market close**

## GOLD

**London Fixing:**  
AM \$347.20 PM \$347.50  
Close \$347.20-\$347.50  
£180.60-181.10  
**New York:**  
Comex \$ 347.05-347.55

## NORTH SEA OIL

**Brent (July)** \$19.85/bbl (\$19.80)

## RETAIL PRICES

**RPI:** 139.3 May (1987=100)  
\* Denotes monthly trading price

## Call for new law in wake of BCCI

## Bank demands more power to fight fraud

BY NEIL BENNETT, BANKING CORRESPONDENT

THE Bank of England is demanding sweeping regulatory powers to allow it to act against banks that it suspects are using complex corporate structures to conceal fraud.

The call comes in the Bank's reply to the Treasury and civil service select committee's report on the collapse of the Bank of Credit and Commerce International. It says: "The Bank strongly favours a new explicit power to refuse or revoke authorisation on the sole ground that an applicant or authorised bank cannot be effectively supervised."

The Bank is asking the government to propose a new banking act, which would give it the power to restrict or even close a bank it suspected was not being properly regulated. This could include banks that are registered in offshore tax havens where regulation is lax, or banks that do large amounts of business through offshore centres that cannot be regulated. "Such a power would be desirable where effective supervision was impeded by a bank having an active branch presence in secretive or poorly regulated jurisdictions."

The Bank's request is believed to have received a warm response from the Treasury, which is likely to try to incorporate the new law into the government's legislative programme. Under current bank-

ing laws, the Bank of England can only take action against an institution when it has proof that its capital, liquidity or management is inadequate. The new law would allow the Bank to restrict or even close the British operations of banks that it believes are not being supervised properly.

The select committee's report, published last March, criticised the Bank for not taking "adequate and speedy" action against BCCI. In its reply, the Bank rejects the criticism but accepts it should have wider regulatory powers. The Bank dismisses the committee's suggestion that all foreign banks should incorporate their overseas branches as economically damaging. The Bank also repeats its belief that it should close banks only in extreme circumstances. "Public bodies charged with administering a statute must be able to justify their actions before removing someone's livelihood or closing an institution," it says.

The call for new powers is part of a worldwide drive to tighten up financial regulation in the wake of the \$10 billion fraud at BCCI. On Monday, the Basle committee on banking supervision published its minimum standards proposal on international banking supervision. This states that all banks must have a capable lead regulator, and that other regulators may take

action against overseas branches of banks that they believe are not being supervised properly.

The Basle committee and the Bank are effectively clamping down on offshore centres where lax regulation allows drugs and arms money laundering and widespread fraud to flourish.

Meanwhile, the Bank has softened its stand on the role of bank auditors, and called for a debate on whether accountants should have a duty to report financial irregularities in line with the MF's recommendation. At present, auditors only have a right to break client confidentiality and discuss problems with the Bank of England.

Previously, the Bank has been keen to leave the role of auditors unchanged. Now, it says: "The case for a duty to report does need to be debated afresh. The case for a duty rather than a right would be to put the position of auditors beyond doubt." Any change could also be included in a new banking act. The Bank, however, is still concerned that the change could prevent auditors gaining access to information.

The Bank has also promised to strengthen its links with the police, customs and excise and the national drugs investigations unit and may try to form a co-ordinating committee to help in the fight against fraud.

## Dollar rallies after Brady moves to reverse damage

BY COLIN NARBROUGH AND MICHAEL CLARK

THE dollar yesterday slumped below DM1.48, its lowest against the mark for 18 months. It rallied again after Nicholas Brady, the US treasury secretary, sought to reverse damage caused by remarks he had made on the American currency.

Mr Brady, speaking at the Group of Seven summit in Munich, said on Tuesday that Washington was unworried by the dollar's latest decline, suggesting that there would be no central bank intervention to halt its slide. But, after the currency dropped to a low of DM1.4760 yesterday, he said America was "not seeking to depreciate the dollar".

The dollar rebounded, driven by short-covering, to above DM1.49, up about half a penny from yesterday's opening level. The buoyant mark put sterling under pressure, perking it by more than 2 pennings to around DM2.8650 by late morning. This took sterling well below DM2.8844, which would be its floor against the German currency if it were in the narrow 2.25 per cent fluctuation bands of the exchange-rate mechanism.

The currency markets have long speculated that the government is trying to keep sterling within the narrow bands in preparation for an early move from the present broad, 6 per cent, bands though this has not been supported by official sources.

The strongest ERM currency, the Portuguese escudo, eased against the mark, allowing the pound, at the bottom of the system, to drop with it.

As sterling's effective floor was lowered, at the official 4pm London close, the pound had recovered slightly to DM2.8734, a fall of more than 1.25 pennings from the previous close. Against the dollar, it was virtually unchanged at \$1.9237 and was 0.2 down on its trade-weighted index at 92.8.

Technical analysts believe the dollar and sterling rallies will be short-lived. Since the pound has shed about two thirds of the 11-penny advance it made between April 3 and May 8, they believe it could retreat all the way back to DM2.8360.

With America facing political and economic uncertainty, and G7 leaders committed only to creating scope for lower interest rates, the dollar is expected to decline further. Some currency dealers are already talking in terms of it reaching its all-time low of DM1.4425, set in February last year. Currency dealers

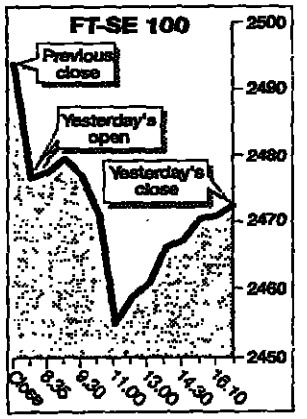
were disappointed by G7's failure to produce positive guidance on exchange rates, especially for the yen. The Japanese currency weakened slightly against the dollar to 124.65.

The pound's continued weakness and a 44-point overnight fall in the Dow Jones industrial average resulted in most of Tuesday's gains on the London stock market being wiped out.

In London, the FT-SE 100 index was down almost 40 points at one stage. But a steady trend in resumed dealings in New York and the appearance of a few bargain-hunters in London, as the index hovered just above 2,450, resulted in earlier losses being halved. The index finished 21.1 lower at 2,472.6, with fewer than 400 million shares changing hands.

Brokers said fund managers were continuing to give the equity market a wide berth. Turnover levels have fallen sharply, with investors in no rush to part with their money. The fall in turnover levels is worrying securities houses and has revived fears of further City job losses if the slump continues.

Bond prices also closed with losses of 5p; the market was worried by the foreign exchange fluctuations. Once again, however, prices closed above their worst, with traders reporting the appearance of buyers at the lower levels.



G7 report, page 14  
Stock market, page 24  
Comment, page 25

## UK directors tongue-tied on Europe

BY OUR INDUSTRIAL CORRESPONDENT

IF THE ability to speak foreign languages and a knowledge of life abroad are important to industry's ability to compete, the outlook for Great Britain is dim.

Fewer than one British company director in six speaks any language but English. And two out of three have never worked abroad for more than six months, according to a survey of leading British companies by Korn/Ferry International, the consultants.

Many companies have reacted to the impending demise of EC trade barriers by acquiring subsidiaries in Europe, or entering into joint ventures. But shareholders may wonder whether directors with no command of foreign languages

are able to effectively monitor, or make the most of, these investments.

The survey suggests that 18 per cent of British companies with sales exceeding £250 million acquired a European subsidiary last year. Among this group, a quarter bought a business in Britain, 16 per cent made an acquisition in America and one in 20 bought a business in Asia or the Pacific rim countries.

In addition, 13 per cent of larger companies entered into a joint venture in Europe, and 9 per cent set up a jointly-owned business in the Pacific region.

With Britain's economy remaining weak, many companies questioned by Korn/Ferry expect to continue reducing employment levels in Britain, while looking for rising revenues from overseas.

The diminishing role of revenues

earned in Britain might suggest that overseas expertise should be increasingly important British boardrooms.

So far, there are scant signs of change. According to Korn/Ferry: "The vast majority of directors have had little or no overseas experience." Only 8 per cent had more than six months' experience in North America, 6 per cent had spent as long in Europe. Eight per cent had worked in the Pacific region and a similar proportion elsewhere overseas.

One answer to the lack of linguistic skills among British directors is to recruit from abroad. But of the 581 directors surveyed, only 21 were foreign nationals.

The absence of foreign languages in British boardrooms is not their only shortcoming. Only one in 16 companies had a woman director.



"Creation, not regulation": Gillian Shephard, the employment secretary

## Shephard says EC cash must go on training not subsidies

BY ROSS TIEMAN, INDUSTRIAL CORRESPONDENT

CASH from the European Community's social fund should be used to provide training for the unemployed, rather than "propping up declining industries" Gillian Shephard, the employment secretary, said.

She hopes to exploit Britain's presidency of the European Community to shift the emphasis of the social programme from workplace regulation to helping Europe's 15 million jobless.

"The social action programme focuses on those in work," Mrs Shephard said. But excessive controls would threaten Europe's economic competitiveness. The emphasis of European initiatives, she said, should be on "job creation, rather than job regulation."

"We do object to the social fund being used to prop up the dying embers of industries that would otherwise be cutting back and cutting down," she said. Asked for examples, she mentioned attempts to resuscitate the ailing coal and steel industries in northern France. Mrs Shephard said Britain wanted to use its EC presidency to promote entrepreneurship over bureaucratic interference. "The Community must recognise that an entrepreneurial spirit and the free market is the way to social progress," she said.

While acknowledging that Britain had its problems, she said she wanted to see the whole EC do much more to help its 15 million unemployed people gain qualifications and work.

Clearly frustrated at the time EC initiatives took to get from ministerial ideas to practical implementation, Mrs Shephard said she wanted action within the six-month British presidency.

During her six-month presidency of the European Social Affairs Council, Mrs Shephard hopes to put a brake on the flow of social directives from Brussels.

Too many countries regarded their ability to generate new directives as the measure of a successful presidency, she said, but dragged their feet over implementation. Britain,

which had implemented 22 social directives, more than any other European Community country, was entitled to call a halt and encourage other countries to improve their record of enacting directives. Mrs Shephard said she detected an increased willingness among Britain's European partners to recognise the need for an emphasis on individual prosperity, and a willingness to tolerate a diversity of approach to employment issues.

The focus of leadership which Mrs Shephard will offer the social affairs council will clearly follow her personal concern to improve training and other programmes targeted at young people and the long-term jobless.

Mrs Shephard said that half of Europe's jobless had not worked for more than a year. Community partners should

seek to exchange experiences in tackling unemployment, and use social fund money to finance unemployment initiatives "across the Community."

But it is unclear to what extent cash from the social fund can be redirected as she desires. Mrs Shephard attacked the use of the fund in "propping up uncompetitive industries" such as coal and steel in northern France.

But of the £400 million that was allocated by the fund to Britain this year, £270 million is already provided specifically to combat long-term unemployment, or to help those under the age of 25 find work. A further £116 million is provided to help fund training and job creation measures to assist the regeneration of designated areas affected by de-industrialisation.

Diary, page 25

## Find out why David Coakley is the Private Client Broker

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## Budgens returns to profit

By COLIN CAMPBELL

BUDGENS, the food retailer in which Sir Ron Brierley recently increased his stake from 23.1 per cent to almost 26 per cent, has moved back into profit. It says, however, that it is too early to resume dividend payments.

Pre-tax profits in the year to April 26 were £4.64 million on a £290.7 million turnover. Last time, the company made pre-tax losses of £14.7 million on sales of £272.3 million.

John von Spreckelsen, chief executive, says Budgens intends to resume dividend payments this year, but first needs to achieve acceptable levels of profitability. The group last paid dividends in 1990.

The trading margin to sales ratio improved from 1.09 per cent to 2.24 per cent last year. A level of 5 per cent would be viewed as "acceptable". At the trading level, profits advanced from £2.96 million to £6.51 million and Mr von Spreckelsen said better buying disciplines had resulted in a modest improvement in gross margins.

The company, which operates out of a network of almost 100 stores and was a pioneer of Sunday trading, continues to enjoy tax losses. In the 1992 financial year, it was repaid £199,000 in cash by the Inland Revenue.

An improved balance sheet shows gearing is down from

142 per cent to 22 per cent; this was helped by a placing of shares last September that raised £22 million.

Interest costs were cut from £4.85 million (of which £202,000 was capitalised) to £2.54 million.

Three directors left the group during the year; details of compensation paid will be shown in this year's annual report.

Mr von Spreckelsen said cash flow was sufficiently strong for Budgens to be able to offer to settle its suppliers' bills faster in return for price reductions.

"While the results clearly demonstrate a very great improvement," he said, "it should be remembered that the last financial year was a time of recovery and consolidation. It would be inappropriate to pay a dividend until we are able to report further improvements in our profitability."

The group has completed the first year of a three-year recovery plan and adds that a store improvement programme being implemented is designed to bring real sales growth in its existing network of outlets. In time, a new store opening programme will be implemented.

The shares held steady at 41p yesterday.

Tempos, page 24



Careful driving: John von Spreckelsen says it would be premature to pay a dividend

## EC enquiry on Italian steel firm's aid

FROM TOM WALKER IN BRUSSELS

SIR Leon Brittan yesterday said the European Commission will investigate a £300 million injection from the Italian government into Iva, the ailing Tuscan steel maker, despite heavy lobbying from Rome.

In Strasbourg yesterday, Sir Leon said that he was anxious not to sour his relationship with the new Italian government and Giuliano Amato,

the prime minister, and blamed most of his misgivings over Iva on the previous administration of Giulio Andreotti.

But Italian sources said the new government shares its predecessor's concerns over Iva, and argues that the cash injection is for restructuring, and should not be classified as aid.

Sir Leon's enquiry will cause

an outcry in Italy, and could damage the commission's image at a sensitive time.

But Sir Leon said he had no choice but to look at the money after plans to float £452 million of Iva shares failed on the Milan stock exchange, after another annual loss. In Italy companies have to record three consecutive years of profit before a flotation can take place.

## Standard sacks five Indian bankers

FROM REUTER IN DELHI

STANDARD Chartered Bank has sacked five more staff members and demoted others for their alleged involvement in "irregular activities" in India's securities market, the bank said in a statement.

The bank has already provided 10 billion rupees (£182 million) to its Indian operations to cover possible losses from Bombay's billion-dollar stocks and securities scandal.

Meanwhile, India is to set up a supervisory board to issue and enforce operating guidelines for banks in the country in response to the £520 million financial scandal that has prompted an investigation into four foreign banks, including Standard Chartered.

Mannohan Singh, the finance minister, issuing a statement in parliament on the affair in which funds were diverted from securities transactions into the then booming Bombay Stock Exchange, said the board will be headed by the chairman of the Reserve Bank of India, the central bank, with a further three or four members. It will be assisted by an advisory council with eminent people from banking, auditing, law, economics and management.

The government is also considering setting up a special bureau to deal with fraud in banks and other financial institutions. Mr Singh said investigations into the scandal had revealed that transactions worth 31.92 billion rupees were conducted on the basis of fraudulent or uncovered banker's receipts. This was out of total transactions of more than 9,000 billion rupees in the period investigated, between April 1991 and May 1992.

"It is clear that there has been a serious failure of internal control systems in the banks concerned," Singh said.

But for this, the senior managements of the banks would have become aware of these irregular transactions at much earlier stages. This failure seems to have occurred in all three segments of our banking sector, nationalised banks, private banks and foreign banks," he said.

Assets worth 725 million rupees had been seized and shares worth 5 billion rupees and property worth 250 million rupees were likely to be seized. "The Indian banking system has substantial strengths and achievements to its credit," he added.

## Greene King forbidden to announce figures

GREENE King, the East Anglia brewer in the throes of a £101 million hostile takeover bid for the smaller Morland & Co, has been refused leave by the City's Panel on Takeovers and Mergers to announce its full-year figures today. Tomorrow is the offer's next closing date. The offer, in convertible shares, is final and will not be raised unless a higher one emerges.

Under panel rules, a company making an offer is not allowed to release trading results and a property revaluation, as planned by Greene King, during the period of a bid. Simon Redman, Greene King chairman, said he was "extremely disappointed" by the ruling. At the last closing date, Greene King said it controlled 46.43 per cent of its quarry. The company has, however, repeated an earlier statement that current trading is "most satisfactory", given difficult market conditions.

## Voilex acquires in US

VOILEX, an electrical group, is buying Icomtec, a manufacturer of data communication cable assemblies that is based in California, for a maximum of £4.1 million. An initial £2.8 million is being paid and a further maximum consideration of £1.3 million will be linked to profits for the six months to October. Last November, Voilex paid a maximum of £14.6 million for Cable Products, a maker of leads for computer and telecommunications products, and Icomtec will be absorbed by Cable Products. Voilex trades on both the east and west coasts of America.

## Kode buys DCM

KODE International, the electronics and computer services group, has acquired DCM Services, a computer maintenance specialist, from Hilldown International for £3.2 million. The acquisition is to be financed through a £3.66 million rights issue. Shareholders are being offered 13 new shares for every 20 held at 100p each. Kode's shares slipped 3p to 129p on the news. Kode has promised to increase its interim dividend from 1p to 1.5p. Trading levels were said to be ahead of last year's.

## Bespak optimistic

SHARES in Bespak rose 7p to 524p in a falling market after the manufacturer of aerosol valves for the pharmaceuticals industry reported a 57 per cent rise in pre-tax profits to £6.9 million for the year to May 1. It also gave a confident statement on current trading. The final dividend is 5.5p (5p), making 9p (8p). Earnings rose from 20.4p to 24.8p a share and sales from £29.57 million to £38.8 million. Bespak, which raised £38 million through two rights issues during the year, benefited from the elimination of borrowings.

## Harrison trims losses

HARRISON Industries, the industrial holding company formerly called Antares, reported a pre-tax loss of £908,000 (£1.45 million loss) in the 15 months to end-March. Gross profit was £5.9 million (£2.5 million) but operating expenses of £6.6 million (£3.7 million) wiped out the gains. The reverse takeover of Harrison in April has boosted turnover to £17.7 million (£7.6 million). There is a loss per share of 2.4p (18.6p) and no dividend (nil). Products include industrial doors, castings, and power transmission equipment.

## Gardiner profit dives

GARDINER, a security alarms group, saw pre-tax profits fall to £1 million (£3.4 million) in the six months to end-April. Turnover was boosted to £36.6 million (£28.6 million) by two acquisitions but lower margins took their toll. Exceptional restructuring costs were £479,000, and £198,000 was written off below the line on abortive acquisition costs. Earnings were 0.72p (2.56p) a share. There is a maintained interim dividend of 0.47p a share.

## US shareholders to have more say on executive pay

FROM PHILIP ROBINSON IN NEW YORK

LEADING American corporations and the multibillion dollar institutional shareholders are set to do battle this summer over the biggest shake-up of shareholder rights in almost 60 years.

Key to the fight is the increased power shareholders are to get over executive pay and performance, now among the most controversial of boardroom issues and central to new reforms proposed by the Securities and Exchange Commission.

The level of pay packages for the most senior executives has more than tripled over the past six years and sparked acrimonious battles as executives' pay appeared to be exploding at a time when the recession caused job layoffs and poor profits.

In 1986, Lee Iacocca, the Chrysler chairman, was the highest-paid American executive at £11.4 million. Last year, Tony O'Reilly, the Heinz boss, held the title with £41.6 million.

For the past two years major corporations have fought a rearguard action to stave off reforms that would lay out boardroom pay in simple language. Shareholders have attacked chief executives whose pay packages have risen dramatically while the performance of their corporations have not.

The fresh SEC proposals would give shareholders a much greater say in how companies are run, who runs them and how much those at the top are paid.

They will also force companies to spell out details of executive pay in easy-to-read charts.

Similar reforms from the SEC last year were dropped after it received 900 letters of comment. But it plans to vote on the latest proposals in the autumn after seeking public comments this summer.

Richard Breen, SEC chairman, said: "We intend to



Highest-paid executive in 1991: Tony O'Reilly, of Heinz

have these rules in place for the 1993 proxy season. All too often today, proxy descriptions of compensation are lengthy, legalistic narratives that obscure rather than illuminate the most relevant facts."

If approved, 12 charts would be required to give investors a true picture of executive pay. One, nine-column wide, would include information on what the five highest-paid executives received in salary, bonus, share options and restricted share options. A dozen tables would have to be included to give investors a full picture of pay and performance.

The proposals were welcomed by Dale Hanson, chief executive of America's largest investor, the \$68 billion California Public Employees' Retirement System, which this year attacked 12 companies for having overpaid executives. Mr Hanson said: "Full and clear disclosure of compensation packages is the key to providing the market with the ability to control abuse."

The Business Roundtable, an association of large corporations that opposed many of the reforms last year, said it supports "transparent and clear information being given to shareholders on executive pay. But the group could not comment specifically on other SEC proposals.

# The Eastern bloc.

# Definitely not in the red.

Turnover up 9.2%. Units of electricity distributed up by 1.8%. And profit before tax up 34.5%. As the results for the year ended 31.3.92 show, Eastern Electricity is a power to be reckoned with. And we intend to stay so.

Far from resting on our laurels, we are continuing to improve our business.

For example, by merging our appliance retailing with Southern Electric, we created E & S Retail, a new force across South and East England. We also launched Domestic Homewarmer Tariff, providing customers with highly competitive space and water heating. (It's not by chance our bills to the average domestic customer are the lowest in England and Wales.)

Preliminary Results for the year ended:		
	31 March 1992	31 March 1991
Turnover	£1878.1m	£1720.1m
Pre-tax profit	£145.7m	£108.4m (Pro-forma)
Earnings per share	38.6p	29.9p (Pro-forma)
Recommended full year dividend per share	16.7p	14.45p (Pro-forma)

As our Chairman, Dr James Smith, stresses, "We will continue to seek efficiencies and ways of offering our customers excellent value for money, whilst at the same time meeting the legitimate expectations of our staff and our shareholders."

Keeping our shareholders and our customers well and truly in the black, in fact.

**EASTERN ELECTRICITY**

Eastern Electricity plc, Wharfedale Park, P.O. Box 40, Wharfedale, Ipswich, Suffolk IP8 2AQ. Annual reports will be despatched to shareholders in mid August.



# Dixons chief attacks the electricity companies

By MICHAEL TATE, CITY EDITOR

STANLEY Kalms, head of Dixons Group, Britain's biggest electrical retailer, launched a fierce attack on the electricity companies, accusing them of "irresponsible use of shareholders' money."

Speaking after revealing a 14 per cent fall in group pre-tax profits to £70.3 million for the year to May 2, and giving a warning that business had fallen away in the early part of this year, Mr Kalms said the distribution companies were using "monopoly" money to buy market share.

The companies had "zich skills" and almost all were "losing money hand over fist," despite the lack of a level playing field. "It is totally unfair," he said.

Mr Kalms also took a swipe at the Sunday trading laws. Enforcement would be "a tragedy for the economy," he said. "The consumers clearly want it. Our Currys Superstores do their best business

the week on a Sunday". Dixons' profits fell a stronger performance in the United Kingdom, where operating profits improved from £54 million to £71.9 million. The advance was wiped out in America, where the Silo chain ran up losses of £16.9 million as the management struggled to get on top of service and distribution costs.

Mr Kalms said he expected reduced losses from Silo this year, but it would be 1993-4 before a profit was made.

Dixons also said it was pulling out of the British property market, and was writing down the value of its remaining United Kingdom properties by £26 million.

Mr Kalms said the capital tied in UK property could be more profitably used in the retail businesses. 19 properties were sold at an aggregate surplus in excess of book value, and the rest, now on the books at £40 million, are earmarked for sale over the next three years.

The European property division, operating chiefly in Belgium and Germany, but also in France, Luxembourg and Portugal, saw its contribution fall from £16.1 million to £5.4 million, but Mr Kalms is confident of "steady progress" this year.

The writing down of UK properties is mitigated by a disposal and a tax credit, to leave net extraordinary items of £11.2 million, which have trimmed available earnings to £34 million, or 9.5p a share. Despite the setback, and the slim earnings cover, Dixons has elected to raise its final dividend to 4.4p a share, giving holders 6p for the year, compared with 5.8p a year ago.

"We've got the cash, and I am confident we can maintain the dividend," said Mr Kalms.

But he had grim news about current trading. On record as predicting the beginnings of recovery six months ago, he now says only like for like sales at the group's Dixons and Currys stores are "slightly ahead" in the first nine weeks of the year. He sees "no signs of any sustained economic upturn" although he believes the group will benefit strongly from recovery.

A "sustained recovery in demand" is needed if the division is to see further progress this year. Dixons' share of the UK retail electrical market improved by a full point to 18.7 per cent over the year, added Mr Kalms.

Times, page 24



Critical view: Stanley Kalms says his rivals, the power groups, have "zich skills" in retailing and are irresponsible with shareholders' money

## Close pays £6m for collector of debts

Close Brothers, the merchant bank, is paying £6.09 million in cash and shares for Business Advisory Services, a commercial debt collector, as part of its drive to expand into specialised financial services.

Based in Sheffield, Yorkshire, BAS collects overdue debts for 1,300 customers and is one of the only companies in the country that specialises in corporate rather than consumer lending. It makes profits of more than £1 million on a turnover of £4 million. BAS was the subject of a management buyout from Alexander Proudfoot last year.

Close is paying £3.16 million in cash, together with 1.2 million shares at 245p each. The shares have been taken by BAS's main shareholders, including Foreign & Colonial Ventures and Invesco CIM.

Rod Kent, Close's managing director, said BAS would complement the bank's existing fee-earning capacity, particularly Century, its factoring operation.

## Hollas pushes forward

Hollas, a garment importing, retail, mail-order and specialist textiles group, saw pre-tax profits climb to £223,000 (£74,000) in the year to March 31. Turnover fell 5 per cent to £37 million (£39.3 million) mainly because of the impact of recession.

A maintained final dividend of 0.6p makes an unchanged 1.2p for the year. Earnings per share were 0.2p (0.4p loss). Gearing has been reduced from 35 to 21 per cent. The company is seeking a partner for Hawkesbury, its loss-making mail-order and retail subsidiary.

## Gibbon Lyons slips back

Gibbon Lyons, a USM-listed printing ink manufacturer, saw pre-tax profits slip 21.5 per cent to £806,166 (£1.03 million) in the year to March 31. Turnover was £22.77 million (£23.07 million). Earnings per share were 4.8p (10.5p). A reduced final dividend of 3p (4p) makes a total of 5p (6p) for the year.

Gearing has been reduced from 100 per cent to below 70 per cent. Measures were taken to protect profitability, including a freeze on salaries and staff cuts. However, profits were adversely affected by the need to make further debt provisions.

## EC jobless rises to 9.5%

Unemployment in the EC rose to a seasonally adjusted 9.5 per cent in May from 9.4 per cent in April, the Community's statistics office, Eurostat, said. The May figure, up from 8.6 per cent in May 1991, is the highest monthly total since November 1988.

The jobless rate continued to rise in almost all member states, especially in Portugal, Germany, Belgium, Denmark and Britain.

## Hickson grows with Irish acquisition

By COLIN CAMPBELL

HICKSON International is making a £22.3 million acquisition of an Irish-based fine chemicals manufacturer in what promises to be the first of a series of expansions in the pharmaceuticals and chemicals sector.

The group is also finalising two deals that will cost £10 million, one in Belgium the other in America.

The Irish company, Angus Fine Chemicals, is being bought for below its net worth of £29.6 million, and the deal gives Hickson some much-needed additional plant capacity. Michael Rowley, Hickson's finance director, said:

"The cost of establishing a new and similar-size factory would have involved considerably more than the cost of buying Angus. Hickson added.

Funding of the Irish deal will be via a placing of 12.75 million Hickson shares at 175p. There is a clawback provision for ordinary shareholders on the basis of one share for every 12.57 Hickson shares held.

The various acquisitions expand the group's fine chemicals division, which is likely to assume increasing significance within Hickson's corporate structure.

The group's Castleford, Yorkshire, site faces capacity constraints, and the additional facilities are needed to cater for the group's growing business.

Hickson is collaborating with a major customer in the development of a new product, about which neither company will elaborate, and the production of substantial tonages will be required from the middle of next year.

If, for any reason, the share placing to raise £22.3 million does not go ahead, then the Angus deal will be funded by cash. In this event there would be no serious implications for the group's gearing, which stood at 12 per cent at year-end and is currently now under 8 per cent.

Hickson has negotiated cross-guarantees with the vendors of Angus. If either side pulls out of the deal, then the other side will pay a penalty of £5 million.

Hickson adds that among its plans it is also looking at two smaller acquisitions, both of which offer strategic opportunities.

Hickson shares were 5p easier at 184p yesterday.

## Japanese car import agreement challenged

FROM GEORGE BROCK IN BRUSSELS

EUROPEAN consumer organisations are mounting a legal challenge to a decision by Sir Leon Brittan, the competition commissioner, not to investigate a deal between British car dealers and Japanese makers limiting Japanese car imports to Britain.

Sir Leon told the European Bureau of Consumers' Unions (Beuc) in March he could find no grounds under EC competition law to investigate annual agreements between British dealers and Japanese makers.

This year's deal cut Japanese exports to Britain to about 170,000 vehicles after they had risen as high as 210,000 in 1990. The limits, agreed annually since the early 1970s, confine Japanese imports to an 11 per cent share of the British market. "Transplant" production from Japanese plants in Britain counts in the 11 per cent.

Beuc has claimed the agreement, between the British Society of Motor Manufacturers and Traders and the Japanese Automobile Manufacturers Association, breaches the EC treaty as an example of an industry association abusing a dominant market position. Beuc is asking the European Court of Justice to annul the EC decision and the case will probably be heard towards the end of the year.

Sir Leon said in March the deal had been slowed by Britain "for commercial policy reasons." He added bilateral deals on car imports will be outlawed from next January. Neither Beuc nor Sir Leon were available for comment yesterday.

## KIO brings in Salomon Bros

THE Kuwait Investment Office, one of the most powerful investors in the world, has hired Salomon Brothers, the American investment firm, as an adviser to help manage its huge investment portfolio, bankers said in London.

The KIO, with a portfolio estimated at \$50 billion, has had problems recently in Spain involving its 40 per cent stake in Enxos, the country's largest chemical group.

## French Connection reports huge losses

By MATTHEW BOND

FRENCH Connection, owner of the eponymous fashion retailer and of Nicole Farhi, the designer, has reported disastrous results for the year to end-January.

Pre-tax losses were £8 million compared with a £0.6 million profit in 1990-1, a performance that George Wardale, who was appointed chairman in April, described as "entirely unsatisfactory".

The shares dropped 1p to 6p. Total losses were £8.6 million, after £2.2 million of extraordinary losses were partially compensated by a £1.4 million tax credit.

The bulk of the extraordinary losses related to Bukta Connection, the sportswear subsidiary, which was sold a fortnight ago but only after £2.6 million of trading losses and previously written off goodwill had been rung up. Stock losses at Bukta also contributed £1.4 million towards the group's exceptional costs of £2.9 million. The balance covered losses on other discontinued activities and reorganisation costs.

For eight of the 12 months reported on, French Connection was run by Michael Shen, who was sacked as chief executive in September. Two

months later, Stephen Malmé, the finance director, also left the company. After a protracted legal row, both received compensation and apologies from the company.

Yesterday, Mr Wardale said: "While trading conditions prevailing during the year certainly contributed to the overall trading loss of £8 million, it cannot be denied that exceptionally poor management and operational controls, particularly in the first half, were a significant additional factor. The weaknesses have been fully recognised and the necessary actions are being taken to ensure that they do not recur, as was evidenced by the sale of Bukta Connection."

The losses have reduced shareholders' funds to £3 million, compared with bank borrowings of £6.7 million. Under Stephen Marks, the majority shareholder who took over from Mr Shen, the group intends to concentrate on its French Connection and Nicole Farhi brands. Mr Wardale said: "Trading conditions continue to be difficult but, nevertheless, our core businesses are profitable with Nicole Farhi performing particularly well."

## Jobs go at MTM in big revamp

By JON ASHWORTH

MORE than 100 jobs are to go at MTM, the specialist chemicals group, which has embarked on a massive restructuring programme in an attempt to restore its flagging fortunes.

Neville Newson, director of European operations, is one of several senior managers to lose their jobs in the shake-up, which has seen the workforce cut by 10 per cent. The group now employs 900 people.

Terry Smith has been appointed finance director. He joins from British Fuels and previously worked for Yorkshire Chemicals. The changes are part of a new drive by Ken Schofield, chief executive, who took charge in May after a boardroom reshuffle which saw all the non-executive directors step down.

Richard Lines, the former chairman and chief executive, and Tom Baxter, finance director, resigned in March after the company's share price crashed from 286p to 105p in the wake of two profits warnings in one week. The shares were unchanged at 36p yesterday.

The Stock Exchange launched an investigation into the resignations. Inquiries widened to include the Serious Fraud Office in May after the group reported a £20.5 million loss for 1991 compared with a profit of £7.9 million.

Exceptional provisions of £25.6 million included write-downs on land and equipment and cover against foreign exchange losses. One of Mr Schofield's first acts was to reach an agreement with bankers over debts of £106.7 million. A standstill has been agreed until January 1993. Now, the group has been reorganised into three divisions, comprising research chemicals, fine chemicals and performance chemicals. Previously, operations were run according to their geographic spread from a central point.

The divisions will be run as separate profit centres. Further cost-cutting measures are planned. Production is divided between plants in South Carolina and Ohio, and in north-east England.

Staff reductions are expected to save £1 million in 1992 and £3 million in 1993. Redundancy costs as these are made are expected to reach £500,000.

A spokesman said the moves would create a solid foundation for growth. "We are building a base for the future. Clearly there is a long way to go."

David Swallow, the non-executive chairman, is a former managing director of RTZ Chemicals. He and Mr Schofield worked together on the board of Hickson International, the chemicals group.

## Overseas growth helps Tonks

By MARTIN WALLER

STRONG growth from overseas businesses enabled Newman Tonks Group, the maker of architectural hardware, to limit a fall in half-year profits to £690,000, for a figure of £6.62 million in the first six months to end-April, despite the worst building recession in Britain in memory.

The company also had the benefit of lower interest charges after a cash-raising exercise in January, coinciding with two acquisitions.

Douglas Rogers, the chairman, said that the first three months of this year in Britain had shown some signs of modest, though inconsistent, improvement.

While April was the best month of the year so far, there was as yet no evidence that there had been a sustained improvement in markets.

Newman Tonks is maintaining the interim dividend at 3.8p as a reflection of the board's confidence in the company's performance in the long term.

The recession had meant that there had been continuing rationalisation, with a further 5 per cent cut in the total workforce in Britain, said Mr Rogers.

The company remains profitable in Britain, with a strong reliance on the commercial and refurbishment sector, and has recently won a £2.6 million contract to supply Guy's Hospital and another to fit out the new M15 headquarters in London.

The main engines behind first-half profits were America, particularly California, where the NT Falcon lock manufacturer had moved strongly into profit for the first time since its acquisition and relocation in January 1989, and the Continent.

Continental European sales and profits were somewhat lower than the previous year, but Normbau, the German business, produced another highly creditable result, said Mr Rogers.

The shares were unmoved at 123p in yesterday's dull market conditions. City analysts' estimates of full-year profits before tax are in a range between £15 million and £17 million.



Rogers: positive signs

## Austrians top Europe for taking days off

By ROSS TIEMAN INDUSTRIAL CORRESPONDENT

HAPLESS Britons and thousands of others caught up in the French lorry drivers' blockade have plenty of reasons to think of Austria. Few Europeans, from east or west, can beat a long-serving Austrian in terms of his annual holiday entitlement.

Frenchmen do well with 30 days' statutory paid leave and 11 public holidays. And if they press for a transfer to Alsace or Lorraine they can take advantage of an extra two local public holidays.

An Italian manager can shout loudly about his 33 days' annual leave and ten

public holidays. The Austrian, however, with more than 20 years' service emerges the clear winner in a comparison of statutory holiday entitlements among 21 European nations.

According to data from P-E International, the consultant, a long-serving Austrian is entitled to 36 days' leave, plus 13 public holidays, every year. But if he were determined to minimise his chances of meeting a Swede, he should wait until September. Swedish workers are obliged to take four of their five weeks' annual break in the summer.

The strict regulations determining holidays for many European workers contrast sharply with the British model. Here, there is no legal minimum number for annual leave days, and only the assiduous Swiss have fewer public breaks than Britain's eight annual bank holidays.

Britons typically enjoy 25 to 29 days leave a year, P-E says. Employers anxious to find a workforce accustomed to fewer breaks need to look east. Newly independent Estonia guarantees only three weeks' annual leave, and matches Britain's economy in public holidays too.

Variations in leave entitlements are only the most obvious factors to be assessed by footloose workers in today's Europe. P-E's database



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## Sterling is down but not out

The notion that Britain was "shadowing" a narrow ERM band for sterling was thoroughly refuted yesterday, as the pound dropped well below DM2.88 without triggering disquiet at the Treasury or Bank of England support. Officials had repeatedly made it clear that until Britain formally joined the narrow band, the only real constraint on exchange-rate policy would be the wide-band lower limit of DM2.78. In the past few weeks, currency dealers and commentators had chosen to believe otherwise, convincing themselves that the Bank would bail out holders of sterling whenever the pound approached the putative narrow band floor of DM2.8840. Nobody in authority gave these beliefs the slightest encouragement, so speculators who have lost money betting on the narrow band myth have only themselves to blame. Having sold out, as the pound dropped below its non-existent narrow band limit, they will be angrier still when sterling rebounds to DM2.90, as it soon could.

There are four reasons to expect a stronger pound in the not too distant future. First, the tide may finally be turning for the dollar-mark exchange rate. Yesterday's early rout of the dollar had some of the technical makings of an end-of-trend spike. More fundamentally, a dollar below DM1.50 makes life very difficult for German exporters. For two years, German export growth has been non-existent and the current deficit is now considerably larger than America's in relation to GDP. Germany remains a mercantilist nation and the notion of running large current account deficits for years on end is no more acceptable to the Bundesbank than it is to the managements at German companies priced out of their markets by the Americans and Japanese.

However, the strength of the mark does have one welcome side-effect. It sharply reduces inflation. This means that the prospects for a cut in German interest rates are better now than they were a month ago. Despite the distortions of the money supply, the Bundesbank has achieved its main objectives. Inflation will fall well below 4 per cent this month, with little chance of significant acceleration in the foreseeable future; fiscal policy is being tightened; and wage settlements have been kept below 6 per cent. With wages now set until 1994 by the metal-workers' pay deal, it is hard to see what the Bundesbank would lose by gradually starting to ease.

The third reason for optimism is the likely approval of the Maastricht treaty in September's French referendum. Ratification will probably follow rapidly in Bonn and London. The old arguments about interest rate convergence will reappear, but with greater credibility than before.

Finally, there are the prospects for the British and American economies. Fears of another dip into recession may be overcome. While the outlook is much grimmer than almost anyone imagined a few months ago, the conditions for a slow economic convalescence are in place. High savings and consumer caution may be holding back recovery, but they are also improving debt ratios and offering some assurance against another collapse in demand. Assuming the economy does begin to recover, the constraints on government policy will start to look less desperate. The wild talk about Norman Lamont using the "nuclear option" of pulling out of the ERM will prove to be just that.

To summarise, by the end of the summer, the British economy could be growing, albeit still too slowly. The mark could be weaker against the dollar. The Maastricht treaty could be heading for ratification. And German monetary policy could be easing. If some of these pieces fall into place by the autumn, the pound will be back on its way up to DM2.95 and British interest rates will be heading downward. That will be the time to start thinking about the narrow band.

**Ian Hay Davison**  
reflects on the current troubles at Lloyd's, the same as those that led him to resign the deputy chairmanship in 1986

The present troubles at Lloyd's reflect two distinct threads: the world insurance slump in which all insurers, not just Lloyd's, have lost and inadequacies in investor protection at Lloyd's. When these two threads cross, as now, the consequent ruckus is amazing. Both these points are taken up in the two reports delivered to Lloyd's last week: that of Sir David Walker on Lloyd's syndicates which, *inter alia*, compares the relative fortunes of insiders and outsiders; and that of Sir Jeremy Morse into the governance of the Lloyd's insurance market.

Sir David's report emphasises that, while there is no evidence of fraud in the management of Lloyd's agencies in respect of LMX (excess of loss reinsurance) business, "...the committee viewed standards of professionalism, care and diligence on the part of a number of members and managing agents and active underwriters as falling materially below best practice."

Lloyd's agents are at the heart of the Lloyd's market — they run the syndicates and manage the affairs of the names. There is continuing evidence that too many of them are not up to the job — although the best agents are excellent, there are too many who fail their clients. In my opinion the position has been exacerbated by the unfortunate divestment provisions of the 1982 Lloyd's Act that separated the agents from their former Lloyd's broker parents.

In general, the brokers are much larger and more worldly organisations, the biggest of which are quoted companies subject to the legal and ethical standards of the listed securities market. When Lloyd's was more subject to their influence many of the managerial deficiencies attributed by Sir David Walker to the agencies would have been prevented.

Furthermore, in the most diplomatic of fashions, Sir David criticises Lloyd's for not identifying these shortcomings and publicising them. This is perhaps not surprising for it is the agents who run the Society of Lloyd's. Sir Jeremy's report concentrates on the governance of the society. He confirms, at last, the separation of the regulation of the market from responsibility for its commercial development proposed many years ago by me and more recently by David Rowland in his January 1992 report.

The issue is quite simply this. The Lloyd's market is run by those who work within it: the underwriting agents and, now to a lesser extent, the brokers. There are two aspects to running the market. The first is the commercial business of operating the common services that Lloyd's provides to the underwriters: the Lloyd's



Seeking solutions: Ian Hay Davison, who left Lloyd's over the battle of who should regulate the market

Policy Signing Office and the Claims Settlement agencies; and developing Lloyd's business in new markets and with better services. Lloyd's is an amalgam of 300 or so small businesses and owes much of its success to the cost savings achieved by sharing common services and the underwriting effectiveness promoted by arrangements leaving underwriters free to concentrate on risk assessment. Sir Jeremy says these commercial interests have been neglected because of over-concentration by senior officials (Chairs) on the second aspect — regulating the market.

Regulation itself falls under two headings. The regulation of relations between Lloyd's and its customers — the insureds — which is handled very effectively by the trade department; and protection of the investors' interests — the names — where most

current criticisms are concentrated. For a number of reasons Lloyd's escaped the investor protection reforms of 1986. It continues to be a purely self-regulated market in which too many of the investors do not feel they get a fair deal from a regulatory body controlled, too closely in their view, by the very agents who manage their affairs at Lloyd's.

Sir Jeremy confirms there is substance in the point and supports and enlarges David Rowland's proposals to correct it. He recommends separation of regulatory functions of Lloyd's from commercial, or business development functions. The former would be handled by a separate body chaired by an outsider: the latter would be chaired by the chairman of Lloyd's who would also chair the exiguous Council of Lloyd's placed over both bodies. This represents a

manful attempt to shift the focus of attention of the Chairs at Lloyd's away from regulation towards commercial matters for which they are usually better qualified both by background, experience and temperament. Unfortunately, regulatory matters have continued to exercise a peculiar and damaging fascination for the Lloyd's Chairs.

In a letter I wrote to the Bank of England on the 12 July 1985, I said: "There is a profound misunderstanding between the committee of Lloyd's and the outside world about the meaning of the phrase 'self-regulation'. To most informed observers and no doubt to most names at Lloyd's, it means that the rules are made by those to whom they are to be applied. The application of rules, on a case by case basis, would be the duty of the staff. The traditional Lloyd's

man sees it differently. He has never known a written rule book, but has relied upon the precepts of the Chairs. To him self-regulation is consonant with self-government. The Chairs decide, case by case, what shall be done. This approach suffers from the lack of clear policy direction or, at least, from the lack of proper segregation of policy from execution. Further, those deciding are frequently *pari passu*, often concerned themselves, may have a conflict of interest, and usually suffer from knowing the individual socially.

The correct answer must be to relieve the elected Chairs from any responsibility for the day to day regulation of the market, which should be handled by professionals, expert in the topic, dispassionate and experienced." Sir Jeremy proposes just this — will it work? I have reservations. The 1982 Act under which Lloyd's is governed gives power to regulate the market to a committee of working members chaired by a chairman and deputy chairmen who must themselves be working members. Their activities are moderated by a leavening of external members and nominated outsiders.

Now the proposal is that when it comes to regulatory matters the outside members should run the show. This is as it should be but is not what Parliament had in mind. I fear that the Morse proposals without a change in the act may be insufficiently robust should a chairman emerge in the future determined to recapture the regulatory ground as his own preserve. This was the fundament of my problem at Lloyd's in 1985 and 1986 and led to my resignation.

But Lloyd's, above all, wishes to avoid going back to Parliament for an amended act, recognising this must mean the end of self-regulation. I must say, having had some experience of self-regulation, rabbits are not the best choice to cultivate the lettuce impartially without fear of it getting nibbled. I believe the time has come to end the self-regulatory arrangements at Lloyd's and to put the market, as far as its investors are concerned, on the same footing as other City markets. Lloyd's is already directly regulated as far as insurance matters are concerned. Those at Lloyd's who take a contrary view base their arguments on Lloyd's traditions. Too many of the traditions are of quite recent development — Lloyd's has only had a working chairman since the early 1900s — and others contribute little to the development of Lloyd's towards the 21st century.

While I was still at Lloyd's, I recall having lunch with an old friend, of considerable political experience, who said: "Never underestimate the conservatism of a British institution." The present reports illuminate the validity of this saying. Proposals which were seen as so radical as to be grounds for my resignation from Lloyd's in 1985 are now common currency. Lloyd's is reforming itself with painful slowness — by degrees.

Ian Hay Davison was deputy chairman and chief executive of Lloyd's from 1983 to 1986.

## THE TIMES CITY DIARY

### Rothschild pay surprise

WHILE Sir Evelyn de Rothschild, chairman of NM Rothschild, received a pay increase of 46 per cent to £852,000 from his family-owned merchant bank in the year to March, it emerges that all other senior executives, including directors, had their salaries frozen during the same period. The revelation that Sir Evelyn's salary leapt ahead for the second consecutive year surprised even directors when it was disclosed in the bank's latest accounts and has caused a backlash among senior employees. At the time of the pay freeze last year, Sir Evelyn's previous pay rise was commented on and it was understood that his forthcoming remuneration would be more restrained. That was clearly not the case, and with directors receiving only marginal salary increases in the current pay round, and with bonuses slashed, morale at the bank is said to be at a low. Sir Evelyn, 60, might soon be expected to retire and his pension will be based on his final year's salary. A senior Rothschild employee says: "If I were him, I wouldn't hold a straw poll now in the bank as to when he should go."

### Celebrity wind-up

LISA Goddard, the actress, yesterday succeeded in compulsorily winding up Celebrity Marketing, her agent, after it failed to pay her £1,500 in fees, mostly connected with her work as hostess at corporate entertaining events. Goddard, represented in the High



Goddard: success

Court by Philip Conway, of Wright Webb Fyfe, decided to press ahead with her action despite Celebrity, run by Ron Mowlam, going into voluntary liquidation earlier this week. Conway says the voluntary liquidation would mainly have benefited creditors connected with the company, whereas the compulsory winding up will mean creditors like Goddard have at least some chance of getting their money back. Even so, the solicitor is not too hopeful that the actress will reclaim all her unpaid fees. "A successful winding-up action is not like going to court and winning a successful libel action," Conway observes wryly. "You don't automatically end up with vast amounts of money being paid."

### Coiffeur invaders

OUR European Community neighbours, who have already put up with English football hooligans, may soon face another invasion, equally terrifying in its way, as thousands of young women hairdressers

are being encouraged to export their talents abroad. Gillian Shephard, employment secretary, who is doubling as president of the social affairs council of the EC during Britain's presidency, is teaming up with Radio 1 to encourage young people to be more European minded and to encourage those with "portable skills" to work in other parts of the EC. Asked to give examples of such skills yesterday, hairdressing was all Shephard could come up with as something women could do abroad. She couldn't think of anything for men either, except construction, which she agreed "they do already" without any help from her.

### Hyde and seekers

LAST night, a particularly jolly party was hosted by Pauline Hyde, who sold her eponymous outplacement agency to Scottish TV for £6.8 million in 1988 but remains on the board as a director. The party was held to celebrate the expansion of the firm's offices in Lincoln's Inn Fields. Among the guests were 16 high-flying executives, all on salaries of £50,000 a year plus who have each found jobs through the agency after being made redundant — 13 of them at higher salaries than before. Hyde admits that not all the executives handled by the company have had such cause for celebration. The successes, however, should give all redundant executives renewed hope. "I call it 'falling up' — losing a job and going on to better things," Hyde says.

DEBRA ISAAC

## BUSINESS LETTERS

### Nuclear Electric gives good value

From the chief executive of Nuclear Electric:  
Sir, The nuclear industry has been criticised for many things, but for Nuclear Electric to be criticised for being too successful was a new experience. ("Rising nuclear profit brings protest on levy", July 6).

Our profits are certainly increasing — the result of record output, increasing market share and reducing costs. But they are by no means excessive. They do not yet give what our privatised competitors would regard as an adequate return on our assets. Currently, our profit is only made after the levy is added into the balance sheet. Our target is to generate an operating profit, before the addition of the levy, in 1995.

It must also be remembered that there is a continuing need for Nuclear Electric to fund

past liabilities, inherited from the CEBG, for which we were underfunded when the company was set up.

We are seeking to retain Britain's nuclear capacity at 20 to 25 per cent of total generation, by investing in pressurised water reactor technology. Sizewell B, which is ahead of schedule and below budget, is introducing the system to the UK. Follow-on PWRs will therefore produce electricity at costs competitive with modern gas-fired plant.

Add to that the benefits of no CO<sub>2</sub> and acid rain emissions, security and diversity of supply, and it is obvious that the nation is getting an increasingly good deal. Yours faithfully, DR ROBERT HAWLEY, Nuclear Electric plc, Barnwood, Gloucester.

### Environmental levy on power is desirable

From Mr David Green:  
Sir, Your leading article (Business Times, July 6) on the fossil fuel levy and its impact on industrial users raises vital questions for the future of Britain's electricity supply industry, particularly in an environmental context.

Energy users are rightly concerned about their energy costs. Investment in energy efficiency and a greater degree of industrial cogeneration is clearly part of the answer, just as restructuring the so-called nuclear levy may also be.

Yet it is important to recognise that a small proportion of the levy has enabled a number of renewable energy schemes to develop. Abolition of the levy and its replacement by support from general taxation, which the European Commission may insist on, would

effectively prevent such schemes from happening. A more modest levy enabling all consumers to benefit from clean technologies, such as renewable energy and combined heat and power would, I am confident, be more widely acceptable.

The Earth Summit has recognised the need for energy sources to reflect more fully their environmental costs. To pursue a short-term policy of cheap energy may, in the longer term, be a disadvantage if we are to achieve a cleaner, more sustainable economic future. Yours faithfully, DAVID GREEN, Director, Combined Heat and Power Association, 35-37 Grosvenor Gardens, SW1.



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# ACCOUNTANCY TIMES

Forensic accounting experts can make rogues repay their gains

## Give financial sleuths the tools to catch big-time fraudsters

A global register of convicts could help trap criminals and stem the loss of billions, argues Robert Chambers

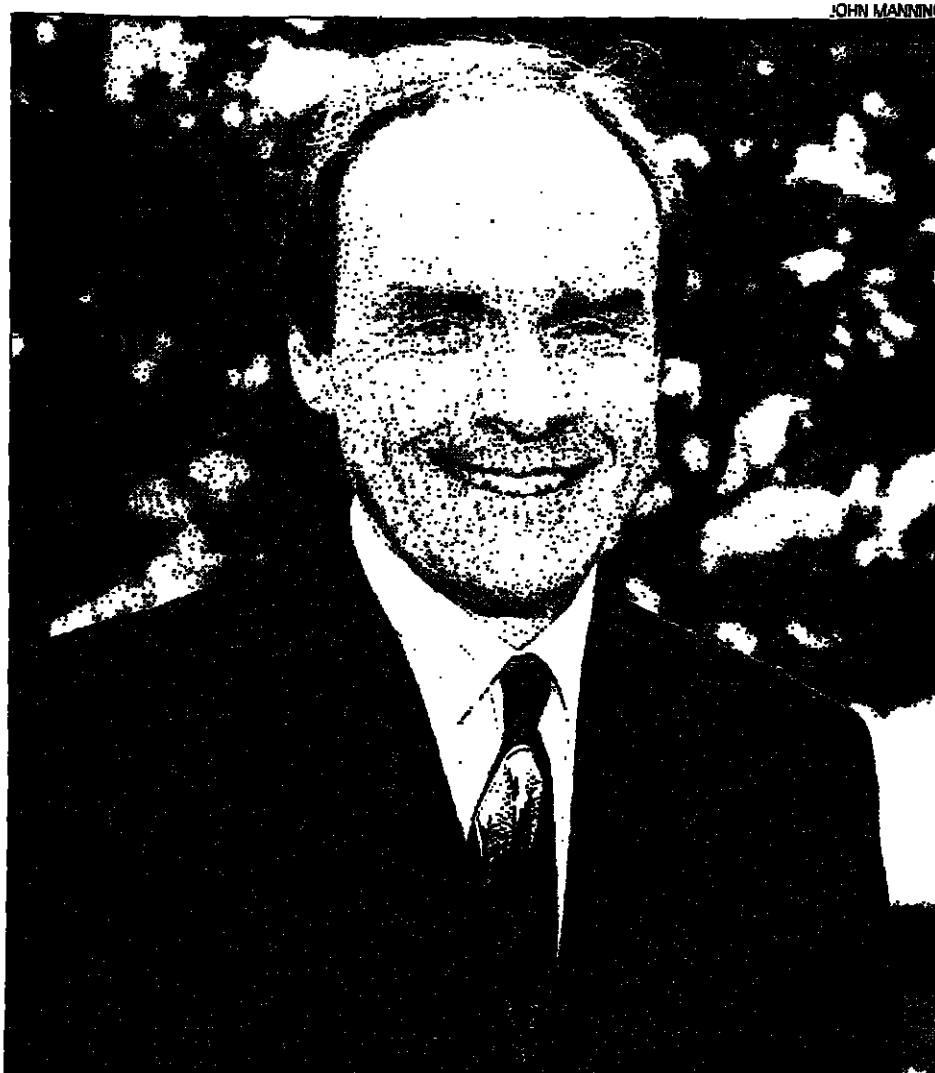
IF THE business community seriously wants to assist in the control of the global fraud problem, it must first come to grips with some of the primary factors — not the least of which are the costs being passed on to the world's citizens.

A total figure for fraud is difficult to come by, but it can be estimated to be in the thousands of millions of dollars a year. Country-by-country statistics are sketchy at best, which may have something to do with individual governments not being enthusiastic about disclosing such embarrassing information, as well as the fact that international collusion is still in its infancy.

However, it is not only the scale and variations of fraud that are not sufficiently understood and exposed, but information exchanges by law-enforcement offices and authorities are spasmodic and piecemeal. The result is that advance warnings about the activities of fraudsters — as well as steps leading to their apprehension — are not as effective as is necessary in this era of multi-million pound misappropriations.

The answer to these problems would seem to be an international fraud register that would contain information about convicted fraudsters and their crimes. It could also include the names of company directors and officers who have been involved with firms where assets disappeared and individuals whose whereabouts are unknown and whom police have been unable to question about financial irregularities.

While the difficulties with a central international fraud register are profound, they are not insurmountable. Given goodwill between governments and a clear understanding of the need to protect the rights of the individual, the



Co-ordinated approach: Chambers has forensic staff in 125 offices worldwide

necessity to start a co-ordinated action against the cancer of fraud immediately would appear to be overwhelming. The need for a register is clear, but questions will arise about: who will administer the register?; who will fund the practical operations?; who will supervise the prosecution of the rights of the individual? Governments of the member countries of the register organisation should administer the system and it should be funded by user fees. The rights of the individual to privacy must be weighed against the massive cost of fraud borne by us

all collectively and it seems likely that amendments to existing legislation will be required to maximise the effectiveness of the register.

To satisfy the needs of privacy, the information in the

### The individual's right to privacy must be weighed against the cost borne by all

register will include details of convictions, but where no conviction has occurred, the listing would be limited to the name of the individual or the company and the sources where additional research can be carried out. These recom-

mendations are in line with those proposed by the chairman of the Commons select committee for such a register, made earlier this year. It is useful to refer to the fraud barometer created by KPMG

Forensic Accounting in London, which tracks the scale of fraud in the UK. It shows that there have been 279 cases of fraud in the past

five years involving amounts in excess of £100,000. Of these, more than a third involved banks. In fact, the cost of fraud in the UK more than doubled between 1987 and 1991. About £376 million was being skimmed off from

organisations and individuals, compared to £163 million five years before. The figures are based on cases where charges have been brought so this is just the tip of the iceberg.

John Ellison, a forensic partner in our London office, says that pursuing suspected frauds sometimes requires the special qualities of a forensic accountant before the issue comes to court. He says: "One claim I was involved in concerned a fraud where police had decided not to prosecute because they said there was a lack of evidence. We traced funds held by an individual with several aliases and companies to the Channel Islands. We were able to show that his relatives had received the money concerned, prepared an expert witness report and as a result he settled out of court and repaid the £300,000."

Another member of the London team, David Smith, a fraud investigator, recalled a case where after being retained for a Middle East bank bad-debt recovery, funds were traced through a maze of offshore companies and front firms. The credit card of the man involved was withdrawn, leaving him stranded in the most expensive hotel in the Orient. He was forced to settle the outstanding \$3 million and all investigation costs. These examples are just a flavour of the cases where forensic accounting experts have been able to make international rogues repay their ill-gotten gains and make them think twice before attempting similar schemes again.

Our London group has acted for the trade department in the Guinness scandal and for the Serious Fraud Office in the Polly Peck and Maxwell affairs. Our fraud investigation network of forensic staff encompasses 125 offices worldwide, all seeking to coordinate their efforts.

Robert Chambers is national director of KPMG Peat Marwick forensic and investigatory practice, based in Toronto, Canada, as well as chairman of the KPMG Peat Marwick International Forensic Accounting network. He is a chartered accountant and a lawyer.

## Shadow cast over sunshine policy

IF YOU required an example of petty politics of the non-party kind you would take a look at the professional bodies. There you would find every example of back-biting, nagging jealousies, career progressions impeded because of some long-forgotten past slight, policies pursued only because of a dislike of another department, and a general disregard of the public good as a priority. What difference is there between this and the civil service, you might say. To which the answer is "none at all", except for one large proviso. The civil service has somehow managed to retain some of its mystique. It has retained its respectability and reputation despite being assumed to be a joke by the public.

The professional bodies are different. Their cloak of importance and perceived wisdom has been ripped to shreds in recent years. Partly this has been motivated by envy but mostly it has been sparked by an increasing disquiet that their protestations of being there for the public good does not quite square with their actions.

Such organisations tend to implode. It is not a pretty sight. Hence the glimpses of irrational and ill-judged behaviour. Judging

by the latest internal battle over disciplinary hearings at the Institute of Chartered Accountants in England and Wales this is exactly what is happening there. On July 27, the most important case yet to come before the institute's professional conduct panel will take place. Although it arises out of the collapse of the Polly Peck empire it is not the most important case in terms of public interest. What takes this case to the top in terms of importance is that for the first time the institute is taking action over two of the most senior men in the profession. Richard Stone is head of corporate finance at Coopers & Lybrand and alongside

him will be an even bigger scalp, the charismatic and obdurate head of Coopers' insolvency practice, Michael Jordan. The institute was reluctant about this hearing. When the evidence began to be unturned that Mr Jordan and Mr Stone should not have taken on the Polly Peck administration because of a conflict of interest as there had been "a continuing professional relationship" between Coopers, the company and Asil Nadir, its chairman, the institute and Coopers took the line that the relationship had been an extremely minor one. But the slow revelations of more and more facts forced the institute's hand. As well as another of the Big Six firms putting in a formal complaint. So the hearing, once delayed already, will be high profile. At the same time, the institute is putting into practice the results of its working party on openness. It decided a year ago that one way of countering public concern over the profession's depth of belief in acting in the public interest would be to adopt what it described as a "sunshine" policy.

This has nothing to do with the revolting stained glass windows depicting a sunburst that it mercifully keeps behind closed shutters in the Great Hall, but much to do with letting the public see its decision-making processes when public interest matters are being debated. Last week it finally announced that council meetings would be held "partly in public", for example. This is less than the original working party had hoped for on that count. But you have to remember that the decision was taken by the council itself. While the council has some fine members, it also has more than its fair share of deadwood from the shires. The idea that fellow members of the institute, journalists and members of the public should be allowed in to observe them mulling and dozing in the middle rows is not necessarily one that they embrace with enthusiasm. But councils, thankfully, are made up of a wide variety of people. And, inevitably, there are a few who are seen as mavericks. Such people may cause the security forces all sorts of problems as they unmercifully rock the boat. But they are also the people who frequently produce the useful reforms. One such on the council of the English Institute is Douglas Liambias. He can be very difficult to deal with. He can have more than a hint of arrogance about him. But he also offends many of their sensibilities. He is, after all, a self-made man. He has battled his way up from the sort of poverty in Camberwell that John Major experienced in Brixton. He has built a very successful business in accountancy recruitment and latterly also in merger brokering. It was he who in recent weeks brought together Stoy Hayward and Finnie and Baker Tilly and Milne Ross, for example. But Liambias does not make any attempt, unlike John Major, to fit smoothly into his world. He annoys the council by not observing their niceties and by often being right. He has, unlike many on the council, produced real achievements. His work on pioneering closer relationships between the police and the profession over the tracking down and discovery of fraud has been extremely valuable, for example. But, for council, that pales into insignificance when put alongside his behaviour. Heavens, the man still ostentatiously tucks his napkin under his chin at official dinners. He has become a wine expert and on one famous occasion at the president's annual dinner he actually sent the wine back. These are not the done things. Definitely not. Liambias has also served his time on the institute's disciplinary committee. But his term on the committee came to an end last year. So he requested, as a member of council and one experienced in such matters, that he be allowed to sit in on the Mr Jordan and Mr Stone hearing as an observer. And, despite all the guff about openness, despite his experience in the field, despite his work on the council and despite his interest in the case, he was turned down. He was told that the by-laws excluded him from sitting in as an observer because he was, in their legal term put it, an outsider.

The author is the Associate Editor of Accountancy Age.



ROBERT BRUCE

### LETTERS

#### Politics of the expectations gap

From the President of the Institute of Chartered Accountants in England and Wales

Sir, Under the thin guise of research on the expectations gap, Prem Sikka and his colleagues (June 25) are pursuing again their political campaign to weaken public confidence in the new system of audit regulation.

That system certainly has to prove its effectiveness. The expectations gap is certainly a problem, one on which both the Auditing Practices Board and the Institute's Auditing Committee are working. But there is only the most tenuous and spurious link between the two issues.

The profession has shown itself more than willing to move further into line with public expectations. The independent Auditing Practices Board has already put forward a new form of Auditors' Report, proposed new rules on going concern, and started a re-examination of the auditors' duties in relation to fraud. All of these show the profession reacting positively to legitimate concerns.

But it is by no means self-evident how the fundamentally difficult issue of an extension of the auditor's duties in relation to fraud, for example, would suddenly become more tractable because of another change in the regulatory framework. In that respect, Dr Sikka's main target should be recognised for what it is: a big, fat red herring.

It would be a pity if Dr Sikka and his colleagues, in their understandable desire to bring about improvements, were to replace a system which is not perfect with one which does not work at all.

Yours faithfully,  
W.I.D. PLAISTOWE,  
President,  
The Institute of Chartered Accountants in England and Wales,  
Chartered Accountants' Hall,  
Moorgate Place, EC2.

## ACCA books an early ticket for the Brussels gravy train

Edward Fennell says one UK accountancy body has stolen a march on the others with an office to boost European contacts

THE Chartered Association of Certified Accountants (ACCA) has always prided itself on being more internationally minded than its sister accountancy bodies. The association has confirmed that reputation by being the first accountancy institution from the UK to announce that it is to open a permanent office in Brussels, with José Lalloum as its representative.

Andrew Sansom, the ACCA's chief executive, said: "In the past, we have relied on getting information at second-hand from the European Commission. We realised that had to change. It was important to have access at first hand to developments in Brussels and the discussions that are taking place within the commission. Our new permanent office, which opens in October, will give us that kind of access."

The ACCA sees its quasi-lobbying function increasing in the years ahead. It already works closely with European Strategy, the European end of Westminster Strategy, the consultant, but feels that it is important to have a direct presence on the ground and part of the Brussels scene.

"To be influential with the commission you need personal contacts, you need to be abreast with current thinking, and you need to be in at the beginning of discussions," Mr Sansom said.

When asked about the cost of the new operation, Mr Sansom said that he was reluctant to go into the details.

"When you are representing a body of accountants the first thing they will ask, of course, is how much it is costing and we are getting value for money? At this stage, however, we can't quantify the potential benefits. After all, how do you quantify having an amiable relationship with EC officials?" he said.

The real issue is whether the ACCA can become one of the power brokers on the

Brussels scene. The relative openness of the commission and its willingness to talk to "interlocutors" is well known. Key decisions in the future about the compilation and composition of accounts within the Community are likely to be taken after extensive discussions with outside organisations.

The ACCA feels that it can maximise its role in these discussions by being a regular feature on the commission circuit. "The move reflects just how seriously we take the Community and how important we feel it is going to be in our future," Mr Sansom said. The wider strategy of the ACCA has three strands. The first is to ensure that members of the ACCA are equipped to earn their livelihoods in other Community countries. The second aims to provide an up to date information service on developments within the Community.

Third, it wants to raise the profile of the association so that its name is known from the Mediterranean to the Baltic.

Quite aside from exercising influence in the commission's corridors of power, the ACCA is also keen to exploit the newly emergent single market in professional qualifications.



Lalloum: Brussels bound

Under the arrangements for the mutual recognition of qualifications, the association has just examined its first overseas applicants for recognition and expects more to follow. Also it has been working with the Community in helping the budding accountancy professions in central Europe get off the ground.

Already most of the Big Six firms in Hungary, Czechoslovakia and Poland are using the ACCA as the body through which they are training and qualifying their locally recruited staff. There is also interest in France in the ACCA and tentative discussions are going ahead with the French equivalent of the Open University over possible co-operation.

"We are increasingly being telephoned by staff at the commission and asked about our contacts, particularly in government circles in Eastern Europe," Mr Sansom said, as if to prove the point that officials love nothing better than to talk to other officials about who they know.

But maybe that was the point of the European Community in the first place.

## Milne Ross and Tilley to merge

BAKER Tilley and Milne Ross are to merge on September 1, in a move that will create the seventeenth largest firm in Britain with fee income of more than £30 million.

Baker Tilley's 61 partners will be joined by 17 from Milne Ross to head a practice with offices in 17 British locations and which through the BKR International accounting group is represented in 100 cities worldwide.

Cive Parritt will be managing partner and Richard Blake chairman. Alan Vause and Roger Clark will be joint deputy chairmen and Martin Rodgers will join the combined firm's management team. The merged firm is strong in areas such as arts, entertainment and media, and property, construction and professional practices.

Mr Parritt said: "This is not a mega merger but offers both firms a first-class opportunity to strengthen their London and South Eastern practice and further develop client services." Mr Rodgers, Milne Ross management board chairman, said that the combination enabled his firm to meet its strategic objectives.

## Private firms waste £300m on audits

By JON ASHWORTH

PRIVATE companies are wasting up to £300 million a year in extra fees through lack of communication with their auditors.

Careful preparation could save many companies 10 per cent or more off their annual audit bill, according to Blick Rothenberg, a London firm known for its financial guides. The key to saving money is to do as much of the background work as possible and plan a strict financial timetable well in advance.

Bob Rothenberg, managing partner, said cost savings can be dramatic. One company with a turnover of £5 million reduced its audit fee from £32,000 to £12,000. The savings were possible because the company had been relying on its auditors to provide a great deal of information.

"The first step is to look at the basic contract," Mr Rothenberg said. "I am still surprised that this is not done, as a matter of course by directors of companies."

Small and medium-sized companies — those with turnover ranging up to £30 million a year — pay from £5,000 to

£40,000 or more in audit fees. While shopping around for quotes is one way of saving costs, some simple internal bookwork may be less time-consuming.

Directors should try and foresee any problems that might arise during an audit and set a scale for any extra fees accordingly. Payment terms should be agreed at the time the fee is set. "If these are clarified before the audit starts, the ability to get the audit done becomes very much easier," Mr Rothenberg said.

It helps to draw up a timetable for the audit and to prepare as much background documentation as possible. "Auditors need information," he said. "The more that can be done by the company, the less the cost charged."

Somewhat optimistically, he suggests directors should notify their auditors about any unusual transactions. Since one of the auditor's main tasks is to assess risk, any help provided by the company can reduce the time involved, hence lowering the costs.

The attitude of employees is important. Junior members of staff often feel an auditor is secretly checking up on them and are reluctant to help, slowing the auditing process down, and bumping up the hourly fees. One or two should be appointed to answer questions.

Finally, there is the structure of the company to consider. Some have a range of subsidiaries, each requiring a separate audit. Simplify the structure, and the savings will follow.

The advice boils down to keeping the auditor informed. Doing so through the year avoids the need for extra work at the time the audit is being prepared. The more background information that can be prepared in advance the better, as long as the expense of putting extra staff on to such tasks does not outweigh the cost savings.

JON ASHWORTH

### Recession pays off

THERE has never been any doubt that accountants are the real winners in a recession. Now we know just how well they have done. Figures from the top 19 firms show fee income from insolvency tripled from £101.4 million in 1988 to £335.1 million last year. Insolvency work now accounts for 11 per cent of total fee income compared with 8 per cent three years ago. Cork Gully is streets ahead with 21.3 per cent of the market, followed by KPMG Peat Marwick (14.6 per cent), Touche Ross (11.9 per cent) and Price Waterhouse (11.1 per cent). Datamonitor, the strategic consultancy that compiled the

figures, says recent mergers among medium-sized firms are just the beginning. Norman Lamont, nicknamed Vainman during the general election, is ready to hand on the title to Andrew Ball, VAT partner at Touche Ross. Ball is the new chairman of the VAT Practitioners Group, a body representing nearly 400 senior VAT experts from accountancy and legal circles.

### Mistaken identity

MUSICAL chairs at Price Waterhouse where Sir Jeffery Bowman, chairman of PW in Europe, and Shaun O'Malley, senior partner of the Ameri-

can practice, have been elevated from joint chief executives to joint chairmen of PW's world operations. Meanwhile, Howard Hughes, jovial deputy chairman of PW Europe, has been appointed world managing partner. "I expect to travel even more widely," says Hughes, who has regarded air-hostesses with suspicion since an incident in the mid-1980s. He was on a domestic American flight to Arizona when a stewardess enquired whether he really was Mr H. Hughes. "Yes," he replied, "if it's really Howard Hughes I'm yours," she drawled. At this point, an American leaned over and demanded in a gruff voice: "Is your name Howard

Hughes?" When Hughes answered that indeed he was, the man replied: "Gee, I know exactly how you feel. My name's Abraham Lincoln."



### Polly Peck day

When the going gets tough, throw a party. Such is the view of Adrian Martin and Dermot Mathias of Stoy Hayward who along with Paul Hipps, the senior partner, took just about everything Fleet Street could throw at them after a string of disasters in late 1990. The demise of Polly Peck International, a long-time audit client of Stoy's, set the ball rolling, but Martin and Mathias have buried any hard feelings. "We celebrated it a year later," says Martin. "We actually had a party for the managers on September 23. It was exactly a year since Polly Peck was raided." Word has it that Polly Peck day will become an annual fixture.

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MAY 1991







## CYCLING

# Lino retains Tour lead as Italians move up

By OUR SPORTS STAFF

Libourne: Pascal Lino, of France, became the first rider to retain the yellow jersey in the Tour de France this year but the two favoured Italians, Gianni Bugno and Claudio Chiappucci, profited most from the fourth stage yesterday.

In a 63-kilometre team time-trial won by the Dutch Panasonic stable, Chiappucci's Carrera outfit placed second and Bugno's Gatorade came in third, helping both to gain valuable time on all their main rivals. Panasonic, led by Olaf Ludwig, of Germany, and the Russian, Vyacheslav Yekimov, did well to fight off the two-pronged Italian challenge.

Bugno took over third spot in the overall standings, while the defending champion, Miguel Indurain, whose Banesto team finished 29 seconds behind Gatorade, the Spaniard dropped back to sixth.

Chiappucci moved up from seventh to fourth thanks to the good showing of his squad in the race against the clock. Greg LeMond's Z team were fourth, 40 seconds down, while Stephen Roche, the 1987 winner from Ireland, profited from the Carrera performance to move to fifth place overall. His Irish colleague, Sean Kelly, had little help from his Festina team, which finished last and raised his deficit to almost ten minutes.

Other sufferers were the French, Luc Leblanc's Castorama losing more than a minute on Gatorade and Charly Mottet's RMO almost a minute and a half after a

poor ride through the Gironde region of south-west France. Lino leads by 1min 54sec from his compatriot and RMO team colleague, Richard Virenque, with Bugno 5min 06sec down. The French duo are expected to drop out of contention when the race enters the mountains next week. In the meantime, they will defend Lino's yellow jersey and also protect the interests of Mottet, team leader, who is 6min 59sec behind.

After the team time-trial, the Tour transferred by air from Bordeaux to the north of France for the fifth stage from Nogent-sur-Oise to Wasquehal, outside Roubaix. A four-country stretch taking in Belgium, Holland, Germany and Luxembourg lies ahead plus an individual time-trial on Monday.

RESULTS: Fourth stage: 1, Panasonic (4:40.17); 2, Team Telekom (4:40.57); 3, Gatorade (4:41.21); 4, Castorama (4:41.46); 5, Banesto (4:41.50); 6, Carrera (4:42.11); 7, Festina (4:42.14); 8, Z Team (4:42.15); 9, RMO (4:42.16); 10, Team Castorama (4:42.17); 11, Team Castorama (4:42.18); 12, Team Castorama (4:42.19); 13, Team Castorama (4:42.20); 14, Team Castorama (4:42.21); 15, Team Castorama (4:42.22); 16, Team Castorama (4:42.23); 17, Team Castorama (4:42.24); 18, Team Castorama (4:42.25); 19, Team Castorama (4:42.26); 20, Team Castorama (4:42.27); 21, Team Castorama (4:42.28); 22, Team Castorama (4:42.29); 23, Team Castorama (4:42.30); 24, Team Castorama (4:42.31); 25, Team Castorama (4:42.32); 26, Team Castorama (4:42.33); 27, Team Castorama (4:42.34); 28, Team Castorama (4:42.35); 29, Team Castorama (4:42.36); 30, Team Castorama (4:42.37); 31, Team Castorama (4:42.38); 32, Team Castorama (4:42.39); 33, Team Castorama (4:42.40); 34, Team Castorama (4:42.41); 35, Team Castorama (4:42.42); 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## ICC hold over decision on hosts for World Cup

## Zimbabwe brought into the ranks of Test match elite

By ALAN LEE, CRICKET CORRESPONDENT

TO THE bewilderment of many and the overt consternation of the English authorities, Zimbabwe were yesterday elected to full Test-playing status by the International Cricket Council (ICC).

Zimbabwe have no first-class cricket structure and their playing standards are palpably below Test match requirements. But their promotion to full membership, proposed by Pakistan, was carried on a majority vote and they expect to play their inaugural Test match in late October.

David Eilman-Brown, the Zimbabwean representative at the ICC annual meeting, said afterwards that India would be their initial Test opponents. "We are expecting them to tour our country on their way to South Africa and hope they will play a Test and two one-day internationals," he said.

New Zealand are also in

negotiation to visit Zimbabwe before the end of the year, possibly playing two Tests, and reciprocal series are planned, over the coming two years, between Zimbabwe and Sri Lanka, who were the most recent nation to be granted Test status, 11 years ago.

Zimbabwe will have much goodwill on their side, for they have been in the classic chicken-and-egg dilemma. Their standards have regressed, if anything, over recent years, as their best players have gone elsewhere to seek Test cricket, and this was never going to be corrected until they were accepted into the elite.

It is worth remembering that they beat England in the World Cup, only four months ago, and that they will now have the close co-operation of South Africa in improving their grass-roots cricket.

England, although fundamentally opposed to Zimba-

bwe's election, did not feel inclined to veto it, which they could technically have done. The veto, possessed by England and Australia, as foundation members of the ICC, was expected to be relinquished yesterday but, instead, a worthy, legalistic statement was issued, which appeared to give it a year's grace.

A sub-committee, comprising the chairman, Sir Colin Cowdrey, and one delegate each from England and Australia, will be set up to suggest "appropriate amendments" to the rules. It all seems a great fuss about a facility nobody can recall being used but it may reflect English concern over decreasing voting power.

England's confidence that the next World Cup will be staged in this country, probably in 1995, was not tested yesterday as the conference did not have time to complete its agenda. It will reconvene this morning. South Africa's counter-bid being unlikely to displace England as hosts.

The controversial and experimental bouncer limitations were debated yesterday without any indication that the three-year term, for which they were imposed, will be altered. Sir Colin, while less than forthcoming on some matters, was, however, explicit in his opinions on this one.

He said: "Short-pitched bowling is the ugly side of cricket, the side which creates such bitterness. All boards are conscious of those aspects of the rule being criticised but we want to find an improving refinement to hold our line against excessive bouncers."

This led, naturally, to questioning about the events at Old Trafford on Monday evening, when Aqib Javed bowled four short-pitched balls in an over to Devon Malcolm, considered by the ICC's appointed referee to be "one of the worst No. 11s in world cricket".

Sir Colin, however, was not prepared to be drawn into discussion on that and was out of his chair claiming that the conference must resume. It later transpired that the report on the affair, expected yesterday from Conrad Hunie, the referee, had not arrived.

## Kent get ready for cup final

By PETER BALL

THE championship table can change dramatically in a short space of time, as Nottinghamshire and Surrey have proved in recent weeks, so writing teams off in early July is dangerous. But, for half a dozen counties, defeat in the second round of the NatWest Trophy today — or tomorrow if the weather is unkind — would effectively mean that their season was at an end.

There is no such danger for Hampshire and Kent, who may instead regard the meeting at Southampton today as an *hors d'oeuvre* for the Benson and Hedges Cup final at Lord's on Saturday. That makes it the most fascinating match of the round in some ways but drawing too many conclusions from the result may be a mistake. Would anyone be surprised if Hampshire — who prefer Bob Parks to Aymes, who is now fit again — won today and Kent upset the form book at the weekend?

But if Hampshire or Kent have consolation ready at hand if they lose, there is no such luxury for several of their rivals. First among them is Lancashire, as Neil Fairbrother admitted before he left for Chelmsford, where he faces a late fitness test this morning before the tie with Essex.

"It is all we've got left this season," Fairbrother said. "We're out of touch in the championship, the Sunday League is impossible now and we are already out of the Benson. Yes, you could say it is vital for us."

Fairbrother's absence has not helped Lancashire in a disappointing season, his first as captain, and desperation may see him pushed into action today against wiser judgement. De Freitas is expected to play, news which will be welcome beyond the confines of Old Trafford after the way England bowled in the third Test match.

Lancashire have been bowling like that all season. At least Danny Morrison produced his best performance of the season in the last championship game but his aggression tends to tell against him in limited-overs cricket, and Chelmsford is a pitch that places great demands on a bowler's accuracy.

Essex have been gathering momentum in recent weeks. Nasser Hussain may be missed but they have proved themselves more capable of covering for their absentee than the northern county. If they go through, considerable soul-searching will take place at Old Trafford.

Two weeks ago, similar strictures might have been written about Nottinghamshire but they have revived their championship ambitions in the last two weeks. They will expect to beat Glamorgan at Trent Bridge.

With their unstoppable progress in the Sunday League, the season is still full of excitement for Middlesex, who meet Durham at Uxbridge in a game brimful of heavyweight batting. It could therefore, paradoxically, be decided by the relative strengths of the bowlers.

Home advantage should also count at Northampton — where Yorkshire include Paul Jarvis — Edgbaston, Derby and even in the West County derby at Taunton. If there is to be an upset, Leicestershire could expect the occasionally fragile batting of Derbyshire — who are still without Barnett — or Sussex surprise Warwickshire.



Ship ahoy: a crewman on the yacht, Rhone Poulenc, in the Solent yesterday

## Crew may be sunk by dispute

DAVID Howlett and Phil Lawrence, Britain's Olympic yachting entries in the Star class, faced protests for a gross breach of good manners and sportsmanship from two quarters yesterday, which could force them out of the Britain team (Barry Pickthall writes).

The yacht in which they won the trials has been seized by the German courts following a dispute over payment. Leonard Maeder, the German builder, claims that Lawrence has failed to pay the £19,000 owed for boat and has instructed his London solicitor, Charles Athorp, a British Olympic trialist in the Flying Dutchman class, to begin legal proceedings and

protest the team under the gross infringement sailing rules.

The news of this dispute came as a surprise yesterday to Mike Hicks and David Munge, who finished second in the Olympic trials and chartered their boat to Howlett and Lawrence. They, too, are now protesting under the same Rule 75 clause, claiming that they should now represent Britain at the Games.

"We were approached by the Royal Yachting Association midway through the final trials at Pingsbusch in Germany to see if we would loan our boat to them," Munge said.

"They must have known about these legal problems but did not tell us. If we had known about it at the time, we would have protested then and certainly not have chartered our boat to them."

Howlett refused to comment on the dispute yesterday but John Reed, the racing manager at the RYA said: "It is nonsense to say we were in collusion."

"We knew about the charter arrangements only after the selection trials had been completed."

"We do not choose boats, we choose people for the Olympics, and once selected, crews are open to change their boats if they wish."

## Final test awaits becalmed fleet

By BARRY PICKTHALL

THE 130 amateur crews who take on Cape Horn in Chay Blyth's British Steel Challenge yacht race in November were suffering from a lingering frustration last night.

They set out early yesterday aboard the ten identical steel yachts that will carry them round the world, bound for the Fastnet Rock in what should be a final test before the big event in September. At 6pm, however, the entire fleet was still languishing in the Solent, locked in a tight bunch by a breathless high-pressure system that left them drifting with the tide.

Even worse, Richard Ebling, the Met Office man advising the crews on the weather, could promise little better today, suggesting that it will be a long struggle before these yachts reach Ushant, the first mark in this 850-mile mini-marathon.

Only tomorrow can they expect a taste of what it is like in the Roaring Forties. Then, the force six forecast in the Irish Sea should ensure the Fastnet lives up to its name.

Many of the participants had not set foot on a boat before taking up Blyth's challenge a year ago. Since then, they have completed up to 5,000 miles of rigorous training. This, however, is their first race together.

"We are praying for wind," Blyth said yesterday. "The professional skippers on each yacht have moulded their crews into cohesive teams but only now are they able to test each other under the pressure of racing. We are looking for a good blow at the Rock to shake out the last cobwebs."

On the voyage, the crews will undergo a series of safety exercises. "Each yacht has a series of 12 sealed envelopes, which will be instructing them to open during the course of the voyage," Capt Stanley Drummond, the British Steel race officer, said. "We will be testing them on man-overboard drill, first aid and communication failures as well as see how each team fares without their skipper for 24 hours."

"The crew who win this race to the Fastnet and back will not necessarily be the first to finish. It will be those who learn most from these varied conditions and the emergency exercises we have planned for them," he said.

**LEADING POSITIONS** (Apr yesterday, when the fleet was in the Solent): 1, Rhone Poulenc (R. Poulenc); 2, British Steel 1 (R. Poulenc); 3, British Steel 2 (R. Poulenc); 4, British Steel 3 (R. Poulenc); 5, British Steel 4 (R. Poulenc); 6, British Steel 5 (R. Poulenc); 7, British Steel 6 (R. Poulenc); 8, British Steel 7 (R. Poulenc); 9, British Steel 8 (R. Poulenc); 10, Rhone Poulenc (A. Honey, R. Poulenc).

## Over-35s return to international duty

By RICHARD STREETON

PLANS for regular worldwide tournaments between former Test players who are over 35 were announced at Lord's yesterday. The first will take place in Barbados on October 30 and 31, when an England side led by Mike Brearley will play two one-day matches with West Indies, whose captain will be Clive Lloyd.

Roland Butcher, the former England and Middlesex batsman, is chairman of the organisers, the new International Cricket Masters (ICM).

For the two inaugural matches, expected to be shown on British television, Brearley is likely to have players such as Amiss, Randall, Radley, Edrich, Edmonds, Emburey and John Lever. West Indies could include Greenidge, Richards, Kallicharran, Griffith and Roberts.

Butcher said the tournaments would enable people to see great former players engaged in serious cricket



Brearley: captain

## LEADING FIRST-CLASS AVERAGES

Qualification: 6 completed innings, average 44.88

Batting	M	NO	Runs	HS	Avg	100	50
M.W. Gatting	12	1	1160	170	105.00	4	9
P.D. Bowler	12	1	1102	156	92.50	4	9
C. White	7	0	430	79	61.43	1	5
Javed Miandad	11	0	551	120	50.09	1	5
T.S. Currie	12	2	1275	228	70.83	4	3
Asif Mujtaba	10	6	775	154	70.45	1	5
G.R. Conway	11	1	678	147	70.36	1	5
G.A. Gough	8	0	891	180	69.10	1	4
Salam Malik	9	1	633	161	69.13	1	4
M.A. Roseberry	11	3	612	152	65.81	1	4
T.C. Modderlin	13	19	2161	221	68.28	5	4
N.J. Snelk	11	20	1229	129	65.81	1	4
N.J. Snelk	11	18	976	125	61.82	1	4
D.J. Gower	12	1	735	169	61.25	1	4
D. Raley	10	16	708	148	61.10	1	4
M.C. Waugh	12	16	484	219	60.57	1	4
N.R. Taylor	11	18	779	140	59.92	1	4
A.J. Stewart	11	16	768	148	59.82	1	4
M.D. Memon	7	8	401	141	58.87	1	4
C.C. Hooper	10	15	631	121	57.58	1	4
Victorians-Hale	11	17	612	123	55.73	1	4
N.V. Radford	11	16	827	165	55.13	1	4
D.M. Jones	12	19	571	117	55.07	1	4
S.D. Lloyd	12	19	571	117	55.07	1	4
P.W.G. Parker	12	19	571	117	55.07	1	4
M.R. Barry	11	18	603	121	53.71	1	4
C.R. Russell	9	13	424	72	53.00	1	4
A.R. Ramchand	11	17	501	123	52.73	1	4
P. Banton	9	14	411	92	51.37	1	4
G.P. Thorpe	13	22	966	114	50.84	1	4
J.E. Morris	11	16	735	120	50.35	1	4
A.J. Lamb	10	15	643	109	49.46	1	4
H. Morris	10	16	601	118	48.40	1	4
K.J. Barnett	9	13	481	140	48.10	1	4
D.H. Ward	10	16	601	118	48.10	1	4
J.P. Stephenson	9	15	421	159	47.76	1	4
D.W. Randall	12	21	811	140	47.70	1	4
R.J. Anderson	12	20	811	140	47.70	1	4
Amer Shor	11	18	739	125	46.88	1	4
Ramiz Raza	10	16	611	120	46.40	1	4
D.I. Harris	10	16	611	120	46.40	1	4
A. Fordham	12	21	913	192	45.15	1	4
G.C. Broad	9	17	675	155	45.06	1	4
J.A. Fotheram	11	18	675	155	45.06	1	4
N. Hussain	12	17	623	172	44.52	1	4
P.D. James	13	18	623	172	44.52	1	4

Compiled by Richard Lockwood

## TENNIS

## Cup opener drawback for Britain

BRITAIN'S women players got the tie they could have done without when the draw for the Federation Cup, starting in Frankfurt on Monday, was made yesterday.

They take on the sixth-seeded United States and although the Americans will be under-strength, Jo Durie, Monique Javer, Sara Gomer and Clare Wood will have a tough task against a team including Lori McNeil, Gigi Fernandez, Pam Shriver and Debbie Graham.

DRAW: Germany v New Zealand; Paraguay v Holland; Poland v Israel; Sweden v Switzerland; France v Czech Republic; Finland, Denmark v Chile; Great Britain v United States; Bulgaria v Australia; Austria v Romania; South Korea v Italy; Hungary v Czechoslovakia; CIS v Indonesia; Argentina v Uruguay; Canada v South Africa; Belgium v Spain.

## EQUESTRIANISM

## Whitaker crowned champion

JOHN Whitaker completed his domination of the show jumping classes at the Royal Show at Stoneleigh when he and Henderson Grannusch comfortably won the Henderson national championship yesterday. On Tuesday, the pair had won the Everest championship.

Whitaker, whose place on the Olympic show jumping team was confirmed on Monday, succeeds his sister-in-law, Veronique Whitaker, as national champion. It is the third successive year that one of the sponsor's own riders has won the title.

Despite his pre-eminence in the sport, it is only the second time Whitaker, aged 37, has won the title. The first occasion was in 1976 on the near legendary Ryan's Son. "It's

just been one of those unlucky classes," he said. The win yesterday was particularly rewarding. Grannusch, a 12-year-old German-bred gelding bought three years ago, has always been "knocking at the door". He was second in the Frankfurt grand prix last year and runner-up in the first leg of the Renault Jump in December. This is his first big title.

Although he won after an exhilarating final round — in which he relegated Tina Cassan, the Olympic reserve rider, to second place by nearly four seconds — it was not a vintage national championship. Only three horses reached the timed jump-off. Two Olympic riders, Nick Skelton, on Everest Florida, and Michael Whitaker, on Henderson Alonso, both fault-

ed in the first round. Veronique Whitaker did well to reach the second round on the eight-year-old Fol Amour but then had four faults.

Andy Austin, on Orthon, went first in the final jump-off, incurring four faults. Cassan then underlined the consistency of Asdic Archie with a second clear round.

But her time of 36.50sec was quickly put into perspective. Whitaker, riding with breath-taking accuracy, secured the elusive title in spectacular and deserving style with a clear round in 32.76sec.

**RESULTS:** National championship of BSJA: 1, Henderson Grannusch (J. Whitaker), 0 faults, 32.76sec; 2, Asdic Archie (T. Cassan), 0, 36.50; 3, Orthon (A. Austin), 4, 40.06; 4, Fol Amour (V. Whitaker), 1, 40.06; 5, Fol Amour (V. Whitaker), 1, 40.06; 6, Fol Amour (V. Whitaker), 1, 40.06; 7, Fol Amour (V. Whitaker), 1, 40.06; 8, Fol Amour (V. Whitaker), 1, 40.06; 9, Fol Amour (V. Whitaker), 1, 40.06; 10, Fol Amour (V. Whitaker), 1, 40.06.

## RIFLE SHOOTING

## Gurkhas offer strong challenge for title

CAPT Angus McLeod, the last winner of the Queen's medal for champion shot of the British Army in 1990, has a difficult task ahead of him defending his title at Bisley today and tomorrow (Our Rifle Shooting Correspondent writes).

The standard of Army shooting at the Services Skill at Arms meeting this year is so high that there are four former winners among the leading 11 after the Army's first stage.

L/Cpl Kharmirang Gurung, of the 6th Gurkha Rifles, was in the lead after two days of combat shooting, with 716 points to count out of a possible 770, with Capt McLeod only three behind him, chased by another Gur-

kha, Rtn Lalit Gurung, on 705. The Gurkhas have six challengers in the top ten. In the RAF championship, Sgt David Vick, of 34 Squadron RAF Regiment in Cyprus, goes into the semi-final with an advantage of 18 points, although his challengers, including Sgt John Pricor, are closely bunched. The official result for the Royal Marines and Royal Navy contest showed the 1988 winner, Cpl Paul Nunn, in the lead.

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THURSDAY JULY 9 1992

England bans to be lifted after October 1

# Gatting's South Africa tour party reprieved

By ALAN LEE, CRICKET CORRESPONDENT

AMNESTY was declared on the last vestiges of South African isolation yesterday when the five-year suspensions imposed on Mike Gatting's unsanctioned tour party were cut by half. A unanimous vote at the annual meeting of the International Cricket Council (ICC) cleared the way for the banned 16 to play for England again as from October 1 this year.

Globally, cricket could find no reason to prolong a suspension considered, by some, to be at odds with South Africa's regained acceptance. Within the English game, however, reaction to the reprieve will be mixed and there will be players who openly resent the return of men who received up to £200,000 as an inducement to desert the national team.

Announcing the decision, Sir Colin Cowdrey, chairman of the ICC, explained: "It was felt this was part of the whole conciliatory move forward. The quicker it was done the better." The debate, Sir Collins said, lasted about 20 minutes and the motion, proposed by New Zealand and seconded by Australia, was passed without opposition.

Gatting's response to the

news was subdued, although he did concede: "Obviously, I am happy I will be available for selection by England again." He said he still has no regrets about the decision he took, during the summer of 1989, to join the tour as captain, and he claims to be unaware of hostility among his fellow professionals.

"I honestly don't know if that is the case," he said. "I haven't been going around talking to people about it." Of his infamous quote, before the subsequently abandoned tour, that he "did not know much

about apartheid", he said: "I have been there now and I understand a lot more."

At 35 years of age, Gatting is in the most prolific county form of his career. He has made five centuries for Middlesex already this summer, heads the national averages and would be an automatic choice for the Test team if he was available now.

The circumstances of his self-imposed exile, however, may yet lead to caution when the selectors consider the new situation. Embittered, irrationally in my view, by his treatment from on high, Gatting took the South African money through disillusionment above all else.

He was never able to understand that, in 1988, the England captaincy was not taken away for his alleged late-night liaison with a barmaid but because this was the straw that broke a remarkably unending camel's back.

In many eyes, mine included, he had surrendered the right to lead by his behaviour in Pakistan, late in 1987. He received loyalty and leniency then, and it was for that reason, rather than the dubious nocturnal high jinks,

that Ossie Wheatley, chairman of the Test and County Cricket Board's cricket committee, vetoed his return as captain in 1989.

The idea that he might now be considered to captain England, when Graham Gooch finally stands down, can be taken seriously only by those with short memories. But his return as a player, probably for the winter tour to India, is on ability alone, inevitable.

Whether Ted Dexter and his fellow selectors will take other matters, such as loyalty and player sensitivity into account, remains to be seen.

This time last year, when South Africa were formally readmitted, Dexter expressed himself relieved that the bans remained in place. "Team spirit is a prime consideration," he said. "If we felt there was a danger of upsetting it, we might have to think most carefully about reintroducing a reprieved player, even if his form merited it."

Yesterday, Tim Curtis, chairman of the Cricketers' Association, underlined this suspicion when he said: "I still believe that most players in England are against the lifting of the ban."

Kim Barnett, the Derbyshire captain who went on the tour, said: "I thought that the ban was going to be the full five years so this has been a bonus. I think we are all pleased that this ban has finally been lifted. I still haven't given up hope of playing for England again. Most people have a chance of making the England side if they score enough runs."

With the rest of the cricket world ambivalent to England's domestic concerns and anxious to extend ever further the olive branch to South Africa, remission was always going to come.

Perhaps, however, the English brief, from the TCCB, should not have been to so actively encourage the ending of the bans but to make at least a mild stand to reflect the concerns of the playing majority. Next April would have been a more appropriate moment for release.

Now that the end is in sight, however, England's selection options for the winter have undoubtedly been improved, with at least six of the banned 16 coming seriously into consideration.

Zimbabwe elevated, page 32  
Leading averages, page 32

## PLAYERS' ENGLAND PROSPECTS

Mike Gatting (tour captain), aged 35, 68 Tests. A certainty on form, though surely not as captain.

David Graveney (tour manager) — aged 39, no Tests. No chance, close to retirement.

John Emburey: aged 39, 60 Tests. Probably too old but still the earnest spin bowler around.

Chris Cowdrey: aged 34, 56 Tests. No chance, in semi-retirement with Glamorgan.

Bill Athey: aged 34, 23 Tests. A long queue ahead of him.

Tim Robinson: aged 33, 29 Tests. Has had Test limitations exposed.

Chris Broad: aged 34, 25 Tests. Good chance, would have played in past 12 months.

Kim Barnett: aged 31, four Tests. No real prospects.

Matthew Maynard: aged 26, one Test. Age and ability still on his side.

Alan Wells: aged 30, no Tests. Good record, outsider for a winter tour place.

Bruce French: aged 32, 16 Tests. Several ahead of him.

Richard Ellison: aged 32, 11 Tests. Struggles with fitness, no prospects.

Paul Jarvis: aged 27, six Tests. Injury-prone but a quality fast bowler.

Greg Thomas: aged 31, five Tests. Retired.

Neil Foster: aged 30, 28 Tests. The best seam bowler in England but suspect knees.

Graham Dilley: aged 33, 41 Tests. Past his best and seldom fully fit.

By DAVID POWELL  
ATHLETICS CORRESPONDENT

IT WAS with some relief that Steve Backley learned last August that rough-edged javelins were to be banned. The assumption was that, since allowable models were travelling less than 90 metres, dropping to earth a safe distance from spectators, and that smooth javelins provided for fair play among competitors, there would be no need to change specifications for years to come.

"There has been so much faffing about that records have been devalued," Backley said before the International Amateur Athletic Federation

(IAAF) announced the ban. Specifications had been changed, and world record lists rewritten, too often for Backley's liking. It was time the event settled down, the European and Commonwealth champion insisted.

"The longer records stand, the better they are," Backley said. But how much longer before a further look at spear specifications is needed, either for safety's sake or in the interests of fair play, or both? Jan Zelezny's world record throw of 94.74 metres in Oslo last Saturday is five metres more than the farthest achieved with a smooth javelin when the latest parameters were



Master blaster: Langer plays out of a bunker at the 12th on his way to a first-round 62 at Gleneagles

# Langer returns to equal record

By MITCHELL PLATT,  
GOLF CORRESPONDENT

BERNHARD Langer yesterday took control of the Bell's Scottish Open when he equalled the record score for the King's Course at Gleneagles with a first round of 62, eight under par.

Langer has been conspicuous by his absence from the leaderboard this season but he hoisted himself two shots ahead of Mats Lanner, of Sweden, by gathering nine birdies.

Colin Montgomerie overcame an anxious start to be one of several players to score 65. Mark Brooks, of the United States, Peter O'Malley, of Australia, James Spence, Derrick Cooper and Peter Baker were others to take 65, but many of the favourites failed to take advantage of the calm, humid conditions.

Nick Faldo missed five putts of less than eight feet for a 69, one under par. Severiano Ballesteros (70), Sam Torrance (70), Ben Crenshaw (71) and Phil Mickelson (74) were among the others to whom Langer showed a clean pair of spits.

Langer appeared on the first tee fresh from a two-week rest

and with the beginnings of a beard. "I'm not superstitious," he said. "But if I win this week then I'll keep it for the Open next week. I've never grown one before so I thought I better try before I'm too old."

"If I played 40 tournaments a year, as I once did, then my heart would not be in it. So I'll play only 15 to 18."

In fact Langer will be only 35 next month. Even so, he would appear to be heading towards semi-retirement. "Seve has been telling me for ten years now that I play too much," Langer said. "I'm finally taking his advice. Any way I don't think I should grind like I once did. There are other things in life, like spending more time with my family."

Langer refutes the theory that his sharpness will be

blunted by playing less. He insists that his swing is so well grooved — "I've swung the club several million times in my career" — that he no longer needs to spend as much time on the practice range.

There was an abundance of evidence to support his case. He drove superbly, struck the majority of his iron shots with his usual authority and punted consistently.

Langer did hit a poor tee shot with a three-iron at the 11th, for which he was punished. The ball finished in a bunker, from which he failed to get up and down. He more than made amends with three birdies in succession from the 13th, twice holing putts of 15 feet, and another at the 18th.

In simple terms, Langer says he will go on playing as long as his health is good, he is

enjoying the game and he is successful. In reality, he is still chasing a dream. Langer won the Masters in 1985, but he is determined to win the Open, in which he has twice finished runner-up.

If he wins the £100,000 first prize, he will not arrive at Muirfield short of confidence. He also points out that his desire has not been impaired by his decision to reduce drastically his schedule.

"When I do tee up then I give 100 per cent, always," he said. Langer, in second place, is hoping to qualify for the Open by being one of the five non-exempt players in the top 25 at this event. He might well set his sights higher, following a 64 in which he felt he drove the ball better than at any time this year.

Montgomerie admitted he was tense as he set off 8am. He lacked rhythm, left putts short and in many respects did well to par each of the first eight holes. The Scot hit another poor putt from ten feet at the 9th, left of his intended line, but the ball went in. Thereafter he relaxed and played well, coming home in 31.

More golf, page 33

# Nine rivals are found for Thompson



Thompson: final bid

NINE British decathletes have been found at short notice to compete against Daley Thompson today and tomorrow in his final attempt at qualifying for the Barcelona Olympic Games (David Powell writes).

Should Thompson succeed in scoring 7,850 points or more at Crystal Palace — 997 points fewer than his world record, which still stands from 1984 — Tessa Sanderson and he would share the honour of becoming the first British athletes to compete in five Olympics.

Among the decathletes who

have volunteered is Greg Richards, one of Thompson's main training partners throughout a career which has embraced Olympic, world, European and Commonwealth gold medals. But Thompson's nearest challenger is likely to be Eric Hollingsworth, who set a personal best of 7,638 points this season.

The South of England Athletic Association, which is hosting the decathlon, has found enough officials at short notice. Frank Dick, Thompson's adviser and Britain's national coach, said it was not an old

pals' act effort to help Thompson, who abandoned an Olympic qualifying attempt in Norway at the weekend.

"I would not look upon this competition as anyone trying to help anyone else," Dick said. "They will be trying to out each other's throats."

Thompson, aged 33, has not completed a decathlon for four years. Given the absence of any evidence of form in any of the ten disciplines this season, it would be a remarkable feat should Thompson achieve his goal. Fair weather over the two days will be imperative.

# Backley up against javelin with an inside kick

By DAVID POWELL  
ATHLETICS CORRESPONDENT

IT WAS with some relief that Steve Backley learned last August that rough-edged javelins were to be banned. The assumption was that, since allowable models were travelling less than 90 metres, dropping to earth a safe distance from spectators, and that smooth javelins provided for fair play among competitors, there would be no need to change specifications for years to come.

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(IAAF) announced the ban. Specifications had been changed, and world record lists rewritten, too often for Backley's liking. It was time the event settled down, the European and Commonwealth champion insisted.

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set. Backley's first move, once the Olympic Games are over next month, will be, he said yesterday, to "give the new Nemeth a whizz." He wants his world record back.

The new Nemeth 2000 is the model which Zelezny used in Oslo to throw not just once over 90 metres but four times. Smooth on the outside but, it is suggested, packing a punch on the inside. "If you can't play around with the outside then inside is the next place you will go," John Trower, Backley's coach, said. "If a world record has been set you are not going to cut up the javelin, so the only way to check them now is to x-ray them."

The way the new Nemeth travelled through the early part of its journey in Oslo aroused curiosity in the Backley camp. Usually a javelin vibrates upon release from the thrower's arm but not this one. "Miklos [Nemeth] has come up with a javelin that does not vibrate," Backley said. "As far as we can see that is the reason it is better. I don't know how he has done that but it is apparently something inside the javelin which has a dampening effect on vibration."

In the TSB grand prix at Crystal Palace tomorrow, Backley is likely to concentrate on a model he can use in the Olympics "unless there is

one [a Nemeth 2000] there on the night that seems to be good." But the Nemeth is not on the approved list of javelins for Barcelona because it was developed too late for consideration.

When Backley does turn his arm to it, Trower is convinced he can at least match Zelezny's world record. The IAAF could soon be back to square one, resending specifications. "It is surprising Zelezny has shoved it up so far so fast," Al Guy, of the IAAF technical committee, said. "We have obviously underestimated the potential of the Nemeth development. But a considerable element of danger has been removed

because it is coming into land point-first and this was not a fact with the old aerodynamic javelin which tended to slide forward."

One complaint against the rough-edged javelin was its inconsistency. "There is an element of luck involved," Backley said at the height of that controversy.

But worse may follow. Guy said that new specifications "would become very urgent at 103 metres." And the solution? "The next move would seem to be one of increasing the weight by 100 or 200 grams," Guy said. Trower objects on the ground that it will place too much stress on the thrower's body.

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FRANCE p4

Will the floral  
laurels go to  
the storming  
Normans?

# LIFE & TIMES

THURSDAY JULY 9 1992

APPOINTMENTS

Eleven pages  
of top  
executive  
jobs



## Stiffen the sinews — this is war

The Japanese are nothing less than our ruthless enemy in the business arena. So forget the wet liberal line, says Stephen Bayley: the West must drop its scruples and fight back

The Japanese dominate world banking, world trade and world industry. They are richer, more powerful, more influential and less responsible than us — and yet we continue to indulge ourselves with a sense of genteel protectiveness in their favour. We are disinclined to offend the Japanese not because we are afraid of their power but because we are elegantly reluctant to embarrass them with the pain of confrontation. They take full advantage of our good manners.

Ever so slowly, however, people are beginning to realise the threat that Japan presents to the West. A remarkable and disturbing novel by Michael Crichton articulates a profound American fear that was dormant when the Japanese were simply cute orientals who made transistor radios. Crichton's book is called *Rising Sun*; it could have been called *Yellow Peril*, a term coined in Germany this time last century to describe the scare that Japan would expand and take over the West.

To be scared of the people who provide us with the conveniences and pleasures of modern life — reliable cars, neat computers, amazing CDs, felt tips that don't leak — may seem neurotically alarmist. It is not. The Japanese have ritualised industry: preoccupations with consensus, miniaturisation and quality in a protected economic environment that favours long term strategies and encourages steady improvement of products bring consumers fine machines, but bring menace too. Japan is not only a culture of rituals, but also inflexible beliefs. One of them is *business is war*.

Our culture encourages individualism, eccentricity, personal romance; competitive individualism is instilled in us throughout our social and professional lives. Unfortunately for us, competitive individualism is not best suited to industrial production. The Japanese system, which encourages collective action, works better. No matter that the Japanese pay a terrible cost in human terms for their domination of the planet's manufacturing industries: no matter that a new generation is getting restive. Japanese companies possess knowledge about manufacturing which is beyond the reach of any Western competitors.

This knowledge breeds arrogance and impunity. When in 1987 Toshiba was found to have supplied essential components to Soviet submarines, Americans were fearful of being too censorious lest Toshiba be tempted into reprisals such as denying the US computer industry its bulk microchips. When you own the playing field the goalposts are yours to move.

Are we right, then, to regard the

Japanese as a menace? Is there a Yellow Peril? There are many interesting things about contemporary Japanese business. Here are three of them:

1. The Japanese are profoundly opposed to sharing, except amongst themselves.

2. Toyota, to choose just one example, has such a huge cash mountain that its treasury activities alone can service its wage bill, its tax and social obligations. This makes mere manufacturing of motor vehicles a discretionary activity which the company can address with an attention to detail which boggles even the most advanced Europeans — three thousand engineers were dedicated to Toyota's Lexus luxury car project. At the company's test track in northern Japan there is a strip of road which is perfectly flat... except for a slight bowing of a few centimetres at its midpoint to compensate for the curvature of the earth.

3. There is a new wave of literature from America that is hostile to Japan, just as a new wave of literature from Japan is prepared to criticise Western manners and institutions where hitherto they had been respected and emulated.

In a restaurant in The Netherlands I had a conversation with a young English engineer who was terribly proud of his position in a Japanese company. And rightly so: without the help of this young engineer, his company would have been years behind in establishing the European presence they so urgently demanded. It was clear to him that I was impressed by the influence he said he had on the evolution of new products, yet there were understated reservations of disturbing dimensions. He said he felt excluded from decisions. Some to which he should have been party were made without

consultation. He was treated as a talented inferior.

The fax, currently chief symbol of Japanese dominance of world trade, played a crucial part in his isolation and humiliation. Typically, the technology is not so very new, deriving from the wire-telegraphy of photographs which the big US news agencies had established by the 1930s, but its refinement is of the moment and characteristically Japanese. If soldiers believe that time spent in reconnaissance is never wasted, then Japanese businessmen have the same attitude to faxing.

When Ayrton Senna's Honda engine misses a beat, the telemetry records it and the blips on the graph are faxed straight back to Tokyo for immediate technical analysis. My engineer friend had enough authority to have sight of faxes, even if he could only read the odd Roman abbreviation in a sea of spidergraphics. Crucial Roman abbreviations included CA = cautious; NG = no good; OK = OK. You see why he felt excluded. His opinion was not sought.

Crichton's *Rising Sun* has been a runaway best-seller in US hardback fiction this year. Crichton, author of earlier sophisticated techno-thrillers *The Andromeda Strain* and *Jurassic Park*, fears that the big threat to world order is not cloned dinosaurs, but the fact that Japanese interests own the majority of the world's capital and therefore the majority of the world's politicians.

His plot revolves around the sale of an American high-technology company to a huge Japanese conglomerate. At one point a Senator expresses to a detective his anxiety about selling out to the Japanese:

"MicroCon's advanced technology was developed in part with American taxpayer money. I'm outraged that our taxpayers should pay for research that is being sold to the Japanese — who will then use it to compete against our own companies. I feel strongly we should be protecting our intellectual resources. I feel we should be limiting

foreign investment in our corporations and our universities. But I seem to be alone in this. I can't find support in the Senate or in industry. Commerce won't help me. The trade rep's worried it'll upset the rice negotiations. Rice..."

The Japanese are not above a little protectionism of their own, and there are a thousand stories about the cavalier changing of sanitary details of a rear lens specification to frustrate vehicle importers. They have a way of doing business that still mystifies us. The concept of *nemawashi* means approximately "root binding", which is to say that everybody makes up their mind about what they want to achieve and have agreed on it before any discussions begin. In fact, the Japanese tend to regard it as sloppy and wasteful for work actually to be done in meetings. Rather, they prefer to have a lot of pre-argument (usually in their own language) and get it sorted out beforehand. Indeed, any hint of contradiction or contrariness is taken as evidence of the undisciplined, even barbarian, nature of

the Western psyche: the Japanese have a loathing for confrontation.

Knopf rushed publication of *Rising Sun* earlier this year to take advantage of publicity from President Bush's embarrassing trade delegation to Japan. America's mood, so brilliantly captured by Crichton, is not a momentary refocusing of national paranoia after the Soviet Union ceased to be a conveniently diabolical adversary to demonise. Here with America and Japan there is a basis for conflict at least as real as the Cold War. It is fertile ground: Crichton powerfully revives the American loathing of Japan, a loathing which was disguised after 1945 when the vanquished Japanese were allowed to get out of their Pearl Harbor uniforms and assume the less threatening role of being docile, short-sighted, industrious imitators. But Japan fought back with Sony, Honda, Toyota and Canon.

Some in the West want retaliation. Lester C. Thurow, Dean of the Sloan School of Management at Massachusetts Institute of Technology, has recently published *Head*

to Head: *Coming Economic Battles Among Japan, Europe and America*. Thurow predicts a future pattern of trade which will be increasingly adversarial as Western manufacturers struggle to retain expertise while Japanese walk it with global market share. In the key industries which dominate the world economy confrontation is going to be necessary for survival.

Maybe the last advantage left to us is a taste for the confrontation that the Japanese so loathe; but politicians, greedy for the short-term benefits of cash investment, do not understand the issue: in the war of business the Japanese own all the weapons... and so do you and I. The green rollerball pen is a symbol of defeat. Yes, there is something menacing about it.

TOMORROW

Art: Richard Cork on  
Wyndham Lewis at the  
Imperial War Museum



## Uneasy lies the head of the household

How far has the sexual revolution come? This far: today I write as a man emasculated by I have divested myself of the headship of my household, a responsibility I would have rather enjoyed had I thought of the idea before British Telecom did.

Yesterday a woman phoned up and said she was doing market research on behalf of BT and did I please have 15 minutes to answer a few simple questions in complete confidentiality which would help BT improve its customer service. Long pause. Well did I or didn't I then? I apologised: she had read her introductory script with such toneless precision that I had honestly thought that she was a tape recorder. The pause, I explained, was my waiting to be told which button to press on my BT digital phonepad if I wanted to go ahead. No, she said, the entirely unintended insult missing her by miles. She was not a tape recorder. She was a market researcher employed on behalf of BT and did I please have 15 minutes to answer a few simple questions in complete confidentiality...

I don't know whether an unintended, unnoticed insult counts as such, but I was remorseful enough to give her the 15 minutes she

seemed to need. She spent the time asking me how, on a scale from one to ten with one being the very worst and ten being the very greatest, I would compare BT to Boots the Chemist and I said that BT weren't too hot on *Lemip* but then again the Boots telecommunications facilities were limited to Toilet Requisites ringing up Gents Shaving Supplies to ask whether they had ten quids worth of five ps because Debbie on Photographic had taken all theirs.

There was a long pause as if her question was my famous answer simply hadn't happened and then she repeated the question. Word for word. How on a scale from one to ten, with one being the very worst and ten being the very best would I compare BT to Boots the Chemist. I thought of some arbitrary numbers between one and ten. We played the same game with McDonald's and BT and Tesco and BT and she asked about the number of lines I had and whether I had phoned abroad not more than ten times nor less than six times in the past 48 hours, and at the end of all of this barterless exchange she asked who, taking all members of my household into consideration, was in head?

A number of images floated into view. There was me as Arab sheik

### PRIVATE LIFE

John Diamond is  
stumped by an  
unexpected question



sending a couple of duff wives back to quality control with a stiff letter of complaint. There was me cardiganed and slipped, sitting in the corner of two fireside armchairs, the one with "Father" embroidered in neat cross stitch on the antimacassar, sucking sternly on my pipe as my wretched, penitent wife stood poring over the Co-op receipts to find some explanation for the housekeeping being

tuppence over this week and this despite her having inexorably run out of beef dripping on Thursday. There was the same wife, now housecoated and curfewed, on the doorstep explaining to a political canvasser that it was me who dealt with that sort of thing and so, no, she didn't know how she'd be voting this year and then turning to cower the screaming children with a blunt "just wait till your father gets home".

All this imagining took some time, and so she started asking the question again. Taking my whole household into consideration, which member of it was the head? I said, yes, I'd understood the words, but I didn't, as it were, understand the question. She repeated it again, patient and tape-recorder-like as ever, with some hints this time. Was it me, or was it my husband, wife or partner? It wasn't, I knew, a husband or wife because we don't have any of those in our house. Was it my partner? I tried to construct, in my head, the conversation which started "Darling, as head of the household I've decided to..." and couldn't decide whether the response would be snarling righteousness or hysterical laughter.

How did she define head? I mean, we're no more or less democratic about these things than

the next unmarried, childless couple and if pushed we'd both admit that the general apportionment of car repairs and shelf-putting-up to lunch-cooking and paint-colour-choosing falls into the stereotypical norms, but we've not just got round to electing a head yet.

And as I came to think of it, nor had anybody I know. The sexual revolution might not have got round to doing anything about nursery schools or equal pay or the sad, silly blunders in their Garrick Club ties, but in my small corner of the demograph it seems to have done for heads of households. The old sitcom stuff about her indoors wearing the trousers doesn't make sense any more outside bad sitcoms and market researchers' handbooks.

If pushed by BT I suppose many of those households would describe themselves, by default, as being headed by the man, but that's only because the question is so old-fashioned that it deserves an old-fashioned answer. But even if there are men who, by dint of income, age, possession of car-keys and knowledge of where the gas stop-cock is to be found, secretly consider themselves the king of their castle, how many of them would voice the thought out loud?

## HAND PICKED FROM THE GARDEN

For lovers of Verdi, Puccini, French Opera or fans of famous arias, The Royal Opera has assembled special Themed Packages containing selected operas across the whole Season.

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For a free brochure outlining Themed Packages available leave your name and address on our 24 hour answer-phone.

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**A MIDSUMMER NIGHT'S DREAM:** Canadian prodigy Robert Lepage makes his directorial debut with the National Theatre's production of the play. The production follows the British premiere of the play, which was staged at the National Theatre, London, in 1987. Lepage's production is a modern, satirical take on the play, set in a contemporary, urban environment. The production features a large, stylized set that resembles a modern, urban landscape. The production is a collaboration between Lepage and the National Theatre, and it is a production of the National Theatre, London.

**BLACKPOOL JAZZ FESTIVAL:** A mixed bag of big names should make this festival an event to remember. Highlights include Cab Calloway (July 17, 18), now in his eighties, the celebrated Nina Simone (July 19) and blues great B.B. King (July 14). The festival starts tonight with the Ronnie Scott band and Grover Washington (8pm). Simoes, Calloway, and King will perform at the Blackpool (0253) 277862, tonight-July 22.

**THE NEW DESIGNERS:** Around this time of year, as all the art schools put on their graduation shows, we hear a lot about the new painters and sculptors emerging on the scene. But there are probably just as many graduates out there who are being overlooked by the industry or setting up their own art businesses. The four-day fair brings together more than 1000 graduates from more than 50 design colleges, and includes new glass, ceramics, metalwork, tableware.

**DEATH AND THE MAIDEN:** And Dorset's scorching psychological drama on the long for revenge. Geraldine James, Michael Byrne and Paul Freeman. Duke of York's, St Martin's Lane, WC2 (01-496 5122). Mon-Sat, 8pm, mat 2.50, Sat, 4pm, 120mins.

**DEJAVU:** Jimmy Porter 36 years on. Osborne's hero rants and rages but in a vacuum, and Peter Egan seems too good-natured to be the Angry Old Man. Comedy. Panton Street, SW1 (01-867 1045). Mon-Sat, 7.45pm, mat 2.50, Sat, 4pm, 120mins.

**THE DYBBUK:** A musical's ground-breaking new version of the famous Yiddish drama, transposed to a ghetto in 1942.

**A JUDGEMENT IN STONE:** Sholem Asch's powerful tale of an intense musical thriller based on a Ruth Rendell novel. An illustrious cast leads a new production. Lyric Hammersmith, King Street, W6 (01-741 2311). Mon-Sat, 7.45pm, mat 2.50, Sat, 4pm, 120mins.

**THE MADNESS OF GEORGE III:** Nigel Hawthorne is very much the stricken king in Alan Bennett's intriguing, slightly puzzling play. National (Lyric), South Bank, SE1 (01-496 2252). Tonight-Sat, 8pm, mat 2.50, Sat, 4pm, 120mins.

**A MIDSUMMER NIGHT'S DREAM:** Ian Talbot's lively production, full of rough and tumble and wit. A new comedy. Doreen Lanyon plays Bottom. Open Air, Regent's Park, NW1 (01-496 2431). Tonight-Sat, 8pm, mat 2.50, Sat, 4pm, 120mins.

**PHILADELPHIA, HERE I COME!** Affectionate comedy of an Irish emigrant and his carping after. Excellent revival of Brian Friel's first play. King's Head, 115 Upper Street, N1 (01-266 1916). Tue-Sat, 8pm, mat 2.50, Sat, 4pm, 120mins.

## NEW RELEASES

**THE BEST INTENTIONS (12):** Igmar Bergman's fascinating tale of a parents' turbulent love and marriage. Dull direction by Bill August. Excellent performances. Perla August. Samuel Fuller. Gate (01-727 4043) Lumiere (01-936 0891).

**THE BUTCHER'S WIFE (12):** Arch Wryth about a New York butcher's claustrophobic wife (Doris Moore), partly salvaged by bright lines and a genial cast. Jeff Daniels, Mary Steenburgen. Director: Terry Hughes. MGM Fulham Road (01-370 2636) MGM Tottenham Court Road (01-370 2636) MGM Trocadero (01-434 0031).

**CASABLANCA (U):** The 50th anniversary release of the cult favourite, trinkety remake, with wit and wit, atmosphere. Bogart, Ingrid Bergman, Paul Henreid, Claude Rains, director: Michael Curtiz. Empire (01-497 9999).

**THE INNER CIRCLE (15):** Muddled adventures of Stalin's film project, an innocent among evildoers. Directed by Russian Andrei Konchalovsky. Tom Hanks, Lolita Davidovich. Orion Haymarket (01-436 91533).

**THE RAFTERS (18):** Deafened woman (Helen Mirren) becomes a porn star. Directed by Michael Tolan. MGM Fulham Road (01-370 2636) MGM Tottenham Court Road (01-370 2636) MGM Trocadero (01-434 0031).

**SLEEPWALKERS (18):** Absurd, bungled horror movie written by Stephen King. Brian Koppelman is a rephrased in King's clothing. Stephen King's screenplay. Directed by Stephen King. MGM Fulham Road (01-370 2636) MGM Tottenham Court Road (01-370 2636) MGM Trocadero (01-434 0031).

**THE LONG DAY CLOSES (12):** Terence Young's powerful evocation of childhood's lost paradise. With Leigh McCormack, Marjorie Yates, and a wonderful array of child actors. British (01-436 91533).

**BASIC INSTINCT (18):** San Francisco detective Michael Douglas tracks down a murder suspect Sharon Stone. Gate (01-727 4043) Lumiere (01-936 0891).

## ENTERTAINMENTS

## ART GALLERIES

**W. H. PATTERSON:** Exhibition "The Art of the Book" by W. H. Patterson. RA, 100, Strand, London WC2R 0ET. 10am-5pm. Admission: £5.00. Book: £10.00. Book: £10.00.

**CURSON WEST END:** Exhibition "The Art of the Book" by W. H. Patterson. Curson West End, 100, Strand, London WC2R 0ET. 10am-5pm. Admission: £5.00. Book: £10.00. Book: £10.00.

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## TODAY'S EVENTS

A daily guide to arts and entertainment compiled by Karl Knight

graphics, lighting and animation. Useful for the general public to get an overview, as well as for those more professionally involved. British Design Centre, 52 Upper Street, London N1 (01-359 3535). Today, 10am-6pm, tomorrow-Sat, 10am-6pm, Sun, 10am-6pm.

**ROYAL BALLET:** The company performs Frederick Ashton's inherently English ballet, La Fille mal gardée, featuring the company's finest dancers. Royal Opera House, Covent Garden, London WC2 (01-240 1066). Tonight, Sat, 7.30pm.

**ORCHESTRA VIRGILIA:** An evening of classical music performed by the East African band. Royal Opera House, Covent Garden, London WC2 (01-240 1066). Tonight, Sat, 7.30pm.

**BIG FEATURE:** Performance artist Rose English performs an evening of poetry. Royal Opera House, Covent Garden, London WC2 (01-240 1066). Tonight, Sat, 7.30pm.

## THEATRE GUIDE

Jeremy Kingston's assessment of theatre showing in London

House full, returns only

Some seats available

Seats at all prices

**POND LIFE:** Touching performance by a young cast in Richard Cameron's play about teenagers angling for love. Bush, Shepherd's Bush Green, W12 (01-434 3388). Mon-Sat, 8pm, mat 2.50, Sat, 4pm, 120mins.

**THE RISE AND FALL OF LITTLE VOICE:** Terrific performance by Alcon Steadman as the raucous skitter in Jim Cawthorne's play about dreams, dreams and dreams. National (Lyric), South Bank, SE1 (01-496 2252). Tonight-Sat, 8pm, mat 2.50, Sat, 4pm, 120mins.

**SCHIPPEL, THE PLUMBER:** C.P. Taylor's warmhearted version of Steinbeck's satire on greed and greed. Greenwich, Croome Hill, SE10 (081-405 0073). Mon-Sat, 8pm, mat 2.50, Sat, 4pm, 120mins.

**SIX DEGREES OF SEPARATION:** Stockard Channing recreates her role as the rich New Yorker transfused by a black cat in John Guare's fine play on human inter-dependence. Royal Court, Sloane Square, SW1 (01-770 1745). Mon-Sat, 8pm, mat 2.50, Sat, 4pm, 90mins.

**A SLIP OF THE TONGUE:** A drama John Malkovich in a lightweight froth. Shaftesbury, Shaftesbury Avenue, WC2 (01-370 2636). Mon-Sat, 8pm, mat 2.50, Sat, 4pm, 120mins.

**THE SOUND OF MUSIC:** Nuns, squabbling over love and drops of golden dust: a sweet holiday from the real world. With Les Robertson and Christopher Cazenove leading the cast in Wendy Toye's production which has toured extensively. Shaftesbury, Shaftesbury Avenue, WC2 (01-370 2636). Mon-Sat, 8pm, mat 2.50, Sat, 4pm, 120mins.

**STRAIGHT AND NARROW:** Charles Lyndhurst, Neil Patrick Harris and Nicholas Lyndhurst in a hilarious comedy. Shaftesbury, Shaftesbury Avenue, WC2 (01-370 2636). Mon-Sat, 8pm, mat 2.50, Sat, 4pm, 120mins.

**A WOMAN OF NO IMPORTANCE:** Philip Prowse's stylish RSC production, in London after a triumphant tour. Shaftesbury, Shaftesbury Avenue, WC2 (01-370 2636). Mon-Sat, 8pm, mat 2.50, Sat, 4pm, 120mins.

**LONG RUNNERS:** Blood Brothers. Shaftesbury, Shaftesbury Avenue, WC2 (01-370 2636). Mon-Sat, 8pm, mat 2.50, Sat, 4pm, 120mins.

**THE PLAYERS (12):** Love and jealousy in an Irish village in 1957. Strong performances. Robert Wainwright, Robert Wainwright, Robert Wainwright. Shaftesbury, Shaftesbury Avenue, WC2 (01-370 2636). Mon-Sat, 8pm, mat 2.50, Sat, 4pm, 120mins.

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live music and dance to raise money for AIDS research. Topping the bill will be Les Anderson's all-male dance group. The Featherstonehaugh, performing the 1991 piece, Big Future. Shaftesbury, Shaftesbury Avenue, WC2 (01-370 2636). Mon-Sat, 8pm, mat 2.50, Sat, 4pm, 120mins.

**LA TRAVATA:** Blackheath Opera gives the second of four performances of Verdi's opera under the direction of Stuart Durlop. The cast includes Heather Lott, Jennifer Lloyd, Roger Barber, Warwick Dyer, Gerard Quinn and Tag Casley, with a full orchestra and chorus. Blackheath Opera, Blackheath, SE10 (081-317 8687). Tonight, Sat, 7.30pm.

**DRAWINGS BY REMBRANDT AND HIS CIRCLE:** The Rembrandt Committee has yet to turn out a truly great exhibition. The show is mostly from the 80-odd Rembrandt (for Rembrandt-connected) works in the department of prints and drawings. British Museum, Great Russell Street, London WC1 (01-636 1325). Mon-Sat, 10am-6pm, Sat, 2.30pm, Sun, August 4.

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## OPERA

## Magic on the Mississippi

Hugh Canning reviews an exciting summer season at the Opera Theatre of St Louis

The Opera Theatre of St Louis is one of the most enterprising of the North American companies. It runs against the grain of what Americans perceive opera to be all about, a perception based on the star system and lavish, traditional productions at the New York Met.

Opera Theatre, by contrast, performs in English, eschews stardom and remains committed to ensemble opera and the discovery of young American talent. In recent seasons, Sylvia McNair, currently in *Il Trovatore* at the Royal Opera House, Covent Garden's recent Donna Elvira, and Dawn Upshaw, a favourite singer at the Met and Salzburg Festival, have all passed through St Louis on the way to stardom.

But the enduring feature of this unique American summer opera season is the sense of communication between stage and auditorium in the amphitheatre-like Loretto-Hilton Theatre at Webster University. Marquess, pavilions and picknickers on the campus lawns give OTS a Glyndebourne feel, though sensible summer gear is worn and prices rise to only £50. But the artistic ethos is closer to that of the English National Opera or the Royal Shakespeare Company: well rehearsed, well-integrated, theatrical (if not overtly polemical) stagings in disarmingly simple settings.

This summer the British artistic director Colin Graham provoked dissent with his introduction of a fixed backdrop, a "brick" wall with doors and windows that may be adapted by designers, or simply ignored and covered — which is what the British designer Alison Chitty did in her sets for the American premiere of Judith Weir's *The Vanishing Bridegroom*.

Not surprisingly, the wall's designer, Derek McLane, proved the most versatile exploiter of the space, for Graham's production of Britten's *A Midsummer Night's Dream*. But Marie Anne Chiment's ultra-minimalist stage pictures for Graham's *Madam Butterfly* — three exquisitely painted Japanese screens, a garden lamp-stand and the barest furnishings — were highly effective too. Only John Conklin's witty display of emblematic

real world, with Les Robertson and Christopher Cazenove leading the cast in Wendy Toye's production which has toured extensively. Shaftesbury, Shaftesbury Avenue, WC2 (01-370 2636). Mon-Sat, 8pm, mat 2.50, Sat, 4pm, 120mins.

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# Planting the seeds of an entente florale

Among France's villages fleuris Autretot, population 620, is a star. Robin Young visits the masters of beds and borders



In the Norman village of Autretot, atop the clay-capped plateau of the Pays de Caux, Sunday, July 19 is judgement day.

Representatives from the Comité National pour le Fleurissement de la France will be touring the village's lanes and minutely inspecting the cottage gardens to decide whether Autretot can keep its four-flower rating as one of the most floriferous places in France.

Autretot, an otherwise unexceptional village astride the D131 where it crosses from the verdant Durdent valley toward Yvetot and Caudebec on the Seine, has a population of 620 and a climate, on its exposed hilltop, that might be thought discouraging for horticulture.

Yet it ranks alongside large and fashionable resorts such as Le Touquet, Cannes, Nice and Menton with its four-flower rating, the highest awarded. In 1987 Autretot was chosen to represent France in the international competition for towns and villages in abundant blossom, the Entente Florale. It won the Grand Prix d'Excellence and was awarded, as the signpost at the entrance to the village proudly announces, the supreme honour of the Lauréat International.

The blossoming of Autretot was the brainchild of one man, André Raab, formerly agriculture teacher at the Lycée of Yvetot, who is now 82 but still devotedly tending his garden tucked away down the lane leading from Autretot to Veauville-le-Baon.

The idea was one of the more inspired pieces of parish pump politics, because it was conceived while the newly retired M. Raab was discussing with Charles Duchesne, the premier adjoint, or deputy mayor, what should be done to tidy up the site of the derelict village pump. The two men agreed that it should be cleared to make a lawn and a plantation of flowers. The pump is still there, but barely visible because it is smothered in roses.

That success set M. Raab on a new career. He called on the farmers to clear other strategic sites in the village with their farm equipment, and he started propagating bedding plants and giving them free to any of his neighbours who would plant and tend them. In 1975 the village came 13th in

the competition for floriferous villages in its département of Seine-Maritime.

M. Raab was convinced that could be improved upon. Next year he and his wife worked up to 18 hours a day to distribute 30,000 plants to their friends. More and more villagers were raising bedding plants of their own, and in both 1976 and 1977 Autretot took the département's first prize.

Thereafter Autretot's success burgeoned. By 1978 the village had first prize in Normandy, and in 1980 first in France. By 1982 it had claimed its first Grand Prix d'Excellence.

Ten thousand communities in

**Autretot ranks alongside large and fashionable resorts such as Le Touquet with its four-flower rating, the highest awarded**

France compete annually to provide tourists with the best summer displays, and of those 500 are recognised with a panel officially announcing them as "ville" or "village fleuri".

Sixty-three others, like Autretot, have reached the top level of having four flowers on their panel, an honour which was first accorded to Autretot in 1985. Autretot is by no means the smallest to qualify. Beaulieu-en-Argonne in the Meuse département has the four-flower award and only 46 inhabitants.

Though Autretot is well-placed for British visitors pursuing a scenic route to the Seine valley from Dieppe or taking an excursion from Le Havre, some of the most astonishing bunches of "villages fleuris" are to be found in Alsace along the Route du Vin.

Autretot, though, comes as a surprise. On the last road through the village a speeding driver might be aware of little more than a brief blaze of colour. Take time, though, and turn off to follow the signposted Circuit Fleuri, because many of the brightest displays are not on the main road.

At the entrance to the village, the nameplate and official flower panel are appropriately garlanded in flower beds. Opposite, with its unfenced lawns and flower beds open to the pavement, is the house of Roger Petit, a railway official who is secretary of Autretot's Comité de Fleurissement. M. Petit's garden got a prix d'excellence last year for the brilliance of its display of petunias, geraniums and begonias visible from the public highway.

Going on into the village the local café, its flower beds bright with marigolds and salvias, is called Aux Trois Fleurs. That is because Yves Bérubé had his signboard painted between 1982 and 1985, when Autretot had not yet won its fourth boutonhole. He does not like to tempt providence by upgrading the name.

At the entrance to some new housing lots just down the hill, carefully designed flower beds are already in place, though the houses are still being constructed.

At the Mairie, geraniums burst from the window boxes and a redundant road signpost has been converted into an outside flowerpot. A picturesquely restored carriage house now acts as trellis for roses, clematises and geranium pots. The car park opposite is lined with begonias.

The bedding plants are all chosen for brilliant colours, in accordance with M. Raab's philosophy. "Decorating a village for tourists is quite different from planting a garden for personal pleasure," he says. "We need to have brilliance that can be seen from afar."

There is also the consideration that the judges always come between July and September. To impress them the villagers of Autretot concentrate heavily on annual bedding plants such as petunias, lobelias, and marigolds for summer display, eschewing most perennials and growing few winter or spring flowering plants.

At the school a notice above a small, and comparatively modest flower bed, states that this is the work of the pupils. This year the children are being given horticultural lessons by volunteers from the village's gardening corps in the Comité de Fleurissement's own nursery, the garden of what was formerly the headmaster's house.

It was here that the Comité de Fleurissement, which has no formal membership but is open to all who are interested, raised the 15,000 bedding plants which were used to fill the village's communal



Pride of place: Yvonne Bérubé, in her eighties, gives constant attention to her roadside patch on the Carrefour Fleuri in Autretot

areas. The planting out is traditionally done over the last weekend in May. This year 55 volunteers shared the work, planting to pre-planned designs in eight teams.

Following the winding lane past the village post box wreathed in geraniums and the statue of the Virgin Mary surrounded by busy lizzies, the road leads past cottages and farmsteads fringed with flowers to the Carrefour Fleuri, where two more of Autretot's prize-

winning flower-bedders conspire to create a riot of bloom.

Georges Huguette, a retired stockman, puts in a regular three hours a day weeding and watering his begonias, geraniums, marguerites, dahlias and salvias. Last year he got a prix d'honneur in the class for gardens clearly visible from the road. Opposite lives the stalwart Yvonne Bérubé, an octogenarian who was awarded a sort of honorary Oscar last year for her "remark-

able floral displays over many years". On her side of the road even the stump of an old tree has been transformed into a mini-mountain of non-stop begonias.

On August 1 and 2, when the flower beds should be at their most glorious, Autretot will be celebrating its Fête des Fleurs. There will be fireworks on the Saturday night, and a party for the Comité de Fleurissement and all their helpers, with crêpes, moules and frites for

all. "I suppose the flowering of the village has profited others more than it has us," says M. Raab. "People from outside bring coach tours here now, and visitors notice the flowers more than perhaps we in the village do because we are used to them. But the voluntary spirit that the flowers have brought has been a real force for good, and our flower committee has made us one big, happy family inhabiting a marvellous garden together."



On high: Avignon, once the capital of the Christian world, holds one of Europe's most respected drama festivals

## Pure poetry in history

Renowned for the quality of its theatre programme which encompasses classical, avant garde, street theatre and cabaret, the Festival d'Avignon, Europe's most respected drama festival, opens tomorrow and continues until August 3.

Avignon's appeal is not limited to drama. Under the festival's umbrella also comes a dance festival and a film festival, poetry readings, concerts, exhibitions and debates more than 60 events in all, including 33 premieres, making the next three weeks a good time to discover the considerable charms of this medieval city.

This year the festival, founded 45 years ago by Jean Vilar and the actor Gérard Philipe, takes as its theme Spanish and Latin American culture in celebration of the discovery of



the New World by Columbus 500 years ago. Opening the festival, Jean-Marc Barr, the star of Luc Besson's film *Le Grand Bleu*, takes the lead in Luis Pasqual's production of Lope de Vega's *Le Chevalier d'Olimède*, a Spanish Romeo and Juliet. Performances will be held in the Cour d'Honneur, against the backdrop of the Palais des Papes, the imposing 14th century Gothic

palace of yellow stone, where seven popes held court from 1307 to 1377.

Productions of Cervantes' *La Siècle de Numance*, Federico García Lorca's *Los Caminos de Federico* and a premiere of Georges Lavaudant's Mexico-inspired *Terra Incognita* provide some of the festival's drama highlights.

Also at the Palais are two important dance performances, *La Légende de Don Juan*, created by the choreographer Jean-Claude Galotta and the premiere of the Belgian choreographer Anne Teresa De Keersmaeker's modern ballet *Mozart-Concertaria*, which combine dance and song to the accompaniment of the Orchestre de Champs Elysées conducted by Philippe Herreweghe.

In addition to the dozen

modern dance companies performing this summer at Avignon, including up and coming stars Joëlle Bouvier Régis Obadia and Josef Nadj, this year's festival includes a tribute to Latin American dance. For the first time in Europe more than 200 performers from Mexico, Cuba and Venezuela will perform the traditional dances and music of their Indian and African origins. Here one can witness a "shango" ritual — a mixture of rhythms and songs with their roots in Santería Haitian voodoo and Brazilian macumbó, performed by Venezuela's Le Teatro Negro de Barlovento, or see Mexican dancers perform the Danse de la Pluma, which depicts the fatal meeting of Cortés and Montezuma, the Aztec king.

SUSAN BELL

## In at the deep end

He was introduced to us as Bill. "Bill who?"

He was a large man with a balcony stomach. We met at a wine-tasting put on by the seniors of the English community for newcomers who had yet to discover that the attractiveness of the label is not the sole arbiter of an acceptable plonk.

It turned out that Bill (not his real name) was in business. "A bit of this and a bit of that," as he put it. He had lived in Gascogne for ten years or more and spoke fluent French with a north London accent.

We were sufficiently relaxed to probe further into his source of income. "I set things up," he confided. "For an instance, have you ever considered building a swimming pool?"

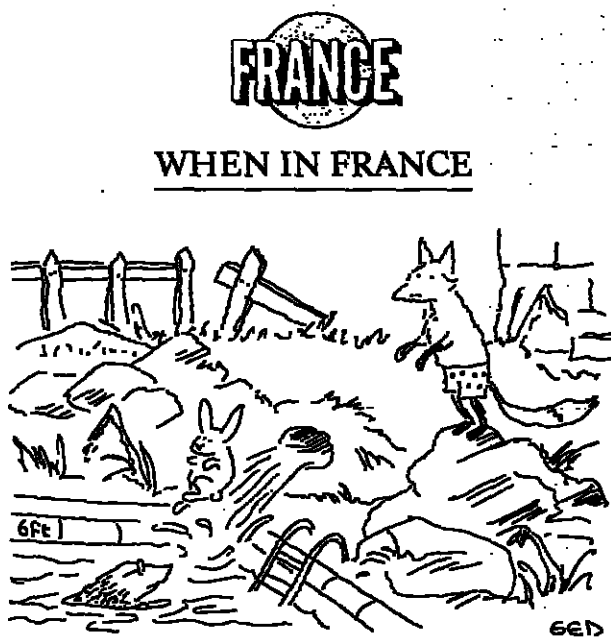
We admitted that the thought had crossed our minds. "Well, then, I'm the man who makes it all possible. No sweat I pick the best people to do the best job at the best price. Then I make sure they deliver — on time."

"Forget it," said Mary, when later I took up Bill's candidacy for pool entrepreneur. "He's too much of a know-all. Gascons may be *très sympathiques* but they are also *très sensittifs*. They won't be pushed around."

I mentioned some figures Bill had quoted. "He is the cheapest." A pause. "That is in his favour," said Mary, who recently had taken to reading bank statements with more than customary attention. "And he speaks better French than us, and he knows the area."

The children who settled the issue. Bill invited them and us on a tour of neighbourhood *piscines* followed by a barbecue at his own poolside. It was quite a party. Son and daughter were ecstatic. Mary went back to reading current accounts.

A few days later Bill came round to inspect the ground. He brought with him Mon-



sieur Duguet, who was to dig and line the pool. M. Duguet wore a buttoned-up shirt and tie, a mark of social superiority in Gascogne. And just in case we'd missed the point, he drove a Mercedes. As he explained, it was not he who would actually dig and line. He had men to do that. It seemed that we had two managers for the price of one.

"Right," said Bill. "First off, we have to decide where you want the pool." From the terrace we surveyed our acre of rock-infested garden. Here was a thought. Where did we want the pool?

"What about here, below the terrace?" Bill said. "Look, I'll show you."

With his bunch of marker sticks he set off on a brisk pace out of his proposed site. M. Duguet looked on benignly. It was only when Bill was beyond earshot that he spoke.

"Not possible. On this side of the house there will be too much wind."

do," we told him. "There's a problem with wind." Bill forced a smile. "The customer knows best. What about over-

here?"

He marched us to the front of the house and recommenced pacing. We glanced at M. Duguet, who shook his head. "The rock is close to the surface. It will be hard to dig."

It was three months before work commenced. The diggers arrived the very day that Bill happened to be away on another of his projects. There was much more of the same.

Our loyalties were confused. Bill was blustering and arrogant and generally a pain. But he was one of us, d'arrmit. Or was he? An early settler, married to a French wife, it was surely time Bill took on the mantle of French citizenship.

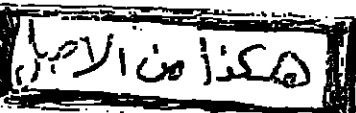
When, in our little corner of the pool construction business, non-cooperation turned to open hostility, we knew what to do. "We have a problem," said Bill when we invited him over to explain why the pool line, delivered that day was twice the size of the pool to be lined. "No," I said. "You have a problem." We never heard from him again.

The work proceeded in Gascon style. The children took their inaugural dive as the first gap showed in spring clouds. Residual guilt has long since disappeared but sometimes, contemplating the setting sun over the Gascogne fitters, we do wonder if we all chauvinists now.

As one we turned our eyes to the west. This was the roughest of our rough land, a combination of rock and shrub that even the rabbits found hazardous. "I'll take weeks to clear that lot," Bill pronounced. "Pas de prob-

lem."

BARRY TURNER





# Benn, last of the dissenters

The radical who stood for issues against personalities found that his own personality had become the issue, argues Peter Riddell

Tony Benn remains, at 67, one of the most puzzling, engaging and infuriating British politicians. He is the popular demon who never fails to charm in private. His name is associated with the only left to rival Thatcherism during the 1980s. He is responsible for three major constitutional reforms: the law which allows peers to renounce their titles, the referendum over British entry to the EC, and the shift in power in the Labour party away from MPs. But he has also alienated many Labour MPs, who blame him for undermining the party in the 1980s.

There are broadly two views of Benn. The first, put most eloquently by Michael Foot in an essay in his book *Loyalists and Lovers*, is that in the 1950s and 1960s he was "an up-and-coming middle of the road Labour MP with an excellent chance of becoming prime minister. He had inherited and refashioned for his own use a marvellous combination of wit, persuasive power, deep radical instincts, and a zeal for politics". But he changed direction after 1970: transformed is too weak, Foot says, and reincarnation might be better. He then became Citizen Benn, the self-righteous, calculating and tenuous outsider.

The second view, put forward by Jad Adams, is of Tony Benn the heroic man of the principle, dedicated to public service and pursuing his ideals of democracy, justice and human rights in face of biased attacks. Adams sees a consistent thread, arguing that "in the context of the rest of his life, his move to the left was not a sudden leap but a natural working out of ideas".

Adams is sympathetic to both Tony Benn and Bernstein. That affects his judgment of crucial events, especially during Benn's years as a minister and during his crusade in 1979-81. The Labour right (an ever-widening group in the eyes of Adams and Benn), the Tory press and the establishment are always in the wrong, Tony Benn, he acknowledges, "did want to be leader, but not at any price. He was rather more like Coriolanus than Macbeth. He would be leader

if they acquiesced in his judgment, he would not bend his principles to them". Most other politicians see that as self-righteous arrogance.

What saves the book from being mere biography is Adams's patient research. He may try to explain away the wars, but he does accept that they exist. The hero does make mistakes, usually when he fails to consult his wife Caroline. Adams analyses a speech he made to the Oxford Union in 1943, which, he says, "shows a style of construction which is characteristic of Benn throughout his life: first there is a statement which is not supported by any evidence, but before there is time to understand and question the statement, along comes an irrefutable truth". Benn remains indisputably a fine orator,

TONY BENN  
A Biography  
By Jad Adams  
Macmillan, £20

one of the most compelling in politics today.

The heart of Benn's mystery is whether, and why, he changed tack in the early 1970s. Adams makes a strong case that he has, throughout his life, been in the radical dissenting tradition he inherited from his father's Christian socialism. Even as a young MP during the 1950s he took up the classic causes of this approach, such as colonial freedom.

But, while the later glorification of the wisdom of the people and of the Labour movement as a whole has its roots in his earlier attitudes, something did change around 1970. This was ostensibly in response to his experience in government, but probably also reflected changes in the party as a whole. Not only did Benn shift his views on central issues, such as nuclear power and membership of the EEC, but his relationship with fellow Labour leaders also altered. Michael Foot has bitterly recalled how Benn rejected collective responsibility among those working together, whether in the cabinet or on the party's national executive, in

favour of a wider notion of popular sovereignty. He became a "semi-detached" member of the Wilson and Callaghan cabinets, looking to history rather than to the present. This developed into his argument, from the late 1970s onwards, that the principles of the Labour movement are betrayed by those in power. The myth of betrayal that Tony Benn fostered after Labour's defeat in 1979 damaged the party for more than a decade.

One of Benn's most irritating arguments is that only policies matter, not personalities, and that most MPs and journalists are preoccupied with league tables of personal success. He is partly right, but no one who has spent so long keeping all his personal records (for an admittedly absorbing *Diary*) can be entirely acquitted of personal vanity.

It is no good for Adams to argue that Tony Benn did not seek to climb the political ladder like other more compromising and compromised politicians. Nobody now at Westminster has stood so often for the shadow cabinet or for Labour's national executive. He never resigned from ministerial office (apart from an early departure as junior defence spokesman in March 1958) despite deep disagreements with the governments of the day. Like Gladstone, his ambitions may have been cloaked in principle, but Benn has been as concerned with personal advance as any MP.

A measure of Benn's awareness of self is that Adams finds it possible to see him "as someone who traded practical achievement here and now for an illustrious place in the history books. This is Benn as Faustian hero in reverse — wagering wealth and power for immortality". Adams concludes that his "life resembles more a quest for martyrdom than a struggle for power". Such is his central flaw. For all his energy and affability, Benn's inability to trust his fellow politicians means that he has never really understood what politics is about.

Peter Riddell is political editor of *The Times*.



Tony Benn's model? Sir Stafford Cripps, 1934, from the catalogue of the exhibition *Wyndham Lewis: Art and War*, at the Imperial War Museum until October 11 (Lund Humphries, £18.50)

## A fiend of the outback

Christina Koning

WOMAN OF THE INNER SEA  
By Thomas Keneally  
Hodder & Stoughton, £14.99

Thomas Keneally has always concerned himself with the dramatisation of spiritual dilemmas — most memorably in *Schindler's Ark*. His new novel too deals with guilt and suffering and the nature of evil, but on an individual, rather than a collective scale. As the sonorous title suggests, this is the chronicle of a journey which is also a Catholic's spiritual quest, a form explored by Australian novelists since Patrick White.

The journey in this case is from the affluent paradise of the Australian coast, to the arid interior — the former identified with the hedonistic values of contemporary urban society, the latter with the austere morality of an earlier era: the beach versus the outback, in fact. Initially, at least, Keneally's protagonist, Kate Kozinski, is a believer in the benefits of "beach culture" — so much so that she moves with her two children out of the city to a house overlooking the beach on the outskirts of Sydney. Absorbed in her domestic Eden, she fails to notice the serpent at its heart: her adulterous husband.

In establishing this scenario, Keneally allows us no surprises. From the very first page, we know that something awful is going to happen to Kate. Within the space of the next few chapters, we learn that this is connected with Kate's children; however, the exact nature of the fate that befalls them is left tantalisingly obscure until the end. At the moment in the narrative when the as yet unspecified catastrophe is about to occur, the novel moves forward several months to find Kate newly released from hospital after a nervous breakdown and about to embark on her voyage into the Australian heartland.

Keneally's lovingly detailed evocation of his rural hinterland, and of the small town where Kate eventually ends up, suggests a deep nostalgia on the part of the author. Kate's flight from sophisticated urban culture is in a sense a flight into the past. The underlying suggestion seems to be that the ills of modern society can be cured by reverting to the good old days, when blokes were blokes and sheilas knew their place.

The novel's celebration of "the bush" and its archetypes grows increasingly preposterous, as Kate takes up with honest "Jelly" McNeal, the gelignite expert, and his mate Gus, whose pets are (what else?) an emu and a kangaroo. So it is something of a relief when Kate is obliged to return to the big city, which proves even nastier and more corrupt than she imagined. But Keneally has his thumb, so to speak, on the novel's metaphysical scales, so that the denouement, in which the villain of the piece is revealed as even more villainous than we had been led to suppose, is predictable rather than startling.

Intellectuals have not learnt from liberalism, but have clung onto all reason to Marxism or moved on to wilder shores still.

Here Diggins joins the chorus of voices grossly overestimating the influence and venom of an academic left, which is after all, in Diggins's own words, simply turning out "the same kind of dense scholarly verbiage as other professors in a competitive effort to climb the greasy pole of promotion". Diggins is anxious for the academic left to come down from the ivory tower, for American liberalism needs a left to remind it of the importance of truth and freedom. Fair enough: but if Diggins confines his search for radical vitality to writers and teachers, he is bound to be disappointed.

Dr Mandler is a lecturer in history at the City of London Polytechnic.

## Why Perot is not a socialist

Peter Mandler

THE RISE AND FALL OF  
THE AMERICAN LEFT  
By John Patrick Diggins  
W.W. Norton,  
£15.95

the genuinely American socialism they sought, but neither have they found the consensus school's liberalism.

Instead they have uncovered a bewildering array of discontinuous and cross-cutting protest movements and parties. They have brought to light populist farmers with similarities to as well as

differences from socialist workers; waves and waves of immigrants bringing European ideas about class and ideology; black communists; Jewish trade unionists; syndicalist dockers and miners; Christian pacifists.

Above all, they have unpacked the republican tradition — the bundle of ideas about equal citizenship which the Founding Fathers shared with their European contemporaries — and found radical as well as liberal varieties that thrived among American workers at least until the 1940s. It is a messy story, but no messier than the rest of America's history.

John Diggins will have none of this. In his own idiosyncratic way,

he is a "consensus" historian *par excellence*. James Madison and John Adams figured out how to make American politics work two hundred years ago; Tocqueville came along some decades later to explain it to Europe, and the rest has been... well, commentary or error.

One obvious explanation for Diggins's position is that two-thirds of this new book consists of the largely unedited contents of an old book, a history of the American left which Diggins published in 1973. More fundamentally, however, Diggins can ignore the history-writing of the past two decades because his American left is a set of roughly Marxist philosophical positions espoused in "negation" of the

American political tradition by successive generations of intellectuals. Each generation then goes through a learning process by which it comes to love liberalism.

This is a very bizarre history of the American left, in which John Dewey is the "towering presence", Martin Luther King is of interest principally for learning from Niebuhr, and the failure of the American Communist party is attributed to its inability to recruit Sidney Hook.

The wholly new third of this book is an extended diatribe against the "academic left", those refugees of the 1960s who are now said to dominate American universities. Unlike their predecessors, these

## Victims of the inquisitors

Last March, the King of Spain annulled a decree of his ancestors, Ferdinand and Isabella, 500 years before to the day. That decree had expelled the Jews of Spain. In March 1992, there was a fine ceremony in the main synagogue. The president of Israel was present. The Jewish counter-declaration forbidding any Jew ever to go to Spain was also withdrawn. Condemnation of the actions of King Juan Carlos's ancestors was universal.

The "end of a chapter" does not mean an end of controversy over what happened, why it happened and what the consequences were, for Spain and for the world. This collection of essays is edited by Elie Kedourie, who died last week. Beautifully illustrated, it is an excellent introduction to these questions.

No one seems to agree how large the Jewish community was in Spain before 1492, nor how powerful it was or how many people were expelled, much less how many were burned or otherwise punished for pretending to become Christians. Henry Kamen, the historian of the Inquisition, authoritatively suggests that the Jews may have numbered about 80,000 in 1492 and that the number expelled was about 40,000. But Jonathan Israel, who has a fine contribution on the Sephardim in the Netherlands, has elsewhere argued that the size of the Castilian and Aragonese Jewish community must have been 200,000.

Kamen also reminds the reader that the royal decree aimed to convert, not to expel. This followed years of trying unsuccessfully to prevent nominally converted Christians from continuing Jewish practices. Isolation had not worked. Jewry seemed a



Demons blindfold and muffle a Jew to hide the truth

Hugh Thomas

SPAIN AND THE  
JEWS  
Edited by  
Elie Kedourie  
Thames & Hudson, £24

growing threat.

The prior of La Sisla, a rich Jeronymite monastery outside Toledo, was found to be celebrating the feast of the tabernacles. His order turned out to be a nest of "false Christians". A rabbi might be so eloquent that the entire upper class listened to his weekly sermons, as they did at Cuellar in Castile.

Jewish blood flowed in too many important places, perhaps even through the Enriquez family in the veins of King Ferdinand himself. The Burgos family of Santa Maria made many contributions to Christian life. But the same Santa Maria who had been bishop of Burgos in the mid-15th century had been born Halevy. A churchman from a similar converso family, Bishop Arias of Segovia, seems to have sponsored the first printing press in Spain. The first European to smoke tobacco, on Columbus's first voyage,

was the admiral's Jewish interpreter.

Probably the decision of so many Jews to leave Spain rather than convert was a surprise to the monarchs. They had many converso courtiers. Perhaps even they had not realised that the principal reason for the conversion of so many Jews had been fear following the appalling riots of 1391.

In the 17th century, the economic decline of Spain caused many to argue that the expulsion was the single greatest disaster in Spanish life, and that it had indeed been one of the prime causes of decay. This view was constantly repeated. Americo Castro, in *The Structure of Spanish History*, argued that the expulsion took away not only the tax collectors, but the taxpayers. Castro died in 1972 without having proved to his entire satisfaction that the Saavedras, Cervantes' mother's family, were

of Jewish origin. But he had shown that Saint Teresa of Avila was of converso origin: her brothers had gone to Venezuela against the law in order to escape being accused of Jewish origins.

Now this view, that Spain's decay in the 17th century was inspired by anti-Semitism, is seen as old-fashioned. Most of the converted Jews in the cemetery of Jerez de la Frontera, Eleazar Gutwirth says in her essay, were artisans.

Elie Kedourie is right, however, when in his introduction he points out the damage caused to Spanish life after the expulsion. Year in, year out, he recalls, thousands of converted Jews "had to live with the mummifying fact that some denunciation, perhaps lacking all foundation, made by a person unknown, would lead to interrogation, incarceration in the prisons of the Inquisition, condemnation following deliberation in secret conclaves, and most probably at best ruin for oneself and one's family". This affected people who had no contact even with Jewry. The Spanish inquisition, founded in 1481 principally to deal with the Jewish question, had a stifling effect on Spanish intellectual life until its abolition in 1834.

In his essay on the Sephardim in "the safe haven for the majority of Sephardic exiles", the Ottoman empire, Aron Rodrigue recalls that Spanish policy in 1492 was the culmination of a long process of expulsions: from England in 1290, France in 1394 and from many German cities in the 15th century. The country missing from this catalogue is, of course, Italy. The roots of Italian national *convivencia* are more important than, say, those of Romanian prejudice. The subject should be made the theme of a prize essay.



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almacogan

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# Mission seeks comet's secrets

The Giotto satellite, damaged when it ran into Halley, meets a second comet tomorrow. Nigel Hawkes plots its route in search of more space information

Giotto, the European Space Agency satellite, will pass within 300 miles of the comet Grigg-Skjellerup at about 4.25pm tomorrow. The near-miss should provide much new information about objects that have fascinated mankind for 3,000 years.

This mission is a bonus, because Giotto, built by British Aerospace, was not expected to survive its first cometary encounter in March 1986. Approaching Halley's Comet at 153,000mph, it was peppered with dust particles, which destroyed the camera but left the rest of the satellite and most of its experiments intact. At this speed, a dust particle weighing only a thousandth of a gram could cut through three inches of aluminium, so Giotto's survival was remarkable.

When contact was re-established in 1990, as Giotto's orbit brought it back towards Earth, the satellite was found to be battered but unbowed. For another £6.3 million — an absolute snip in space science terms — the astronomers got the opportunity for a second mission.

An assessment of the spacecraft's health established that seven of the 11 scientific experiments were functioning, and enough fuel was left to take Giotto into the path of a second comet.

Grigg-Skjellerup hardly has the resonance of Halley, which has made its visits every 76 years at some critical moments in human history.

Giotto's observations should nevertheless be interesting. The comet was first seen by a New Zealander, John Grigg, in 1902, but was then lost until sighted again by a South African, John Skjellerup, in 1922. The orbit takes only five years and the comet is believed to be much older and smaller than Halley. The

meeting with Giotto, 133 million miles from Earth, will be the culmination of a journey of nearly four billion miles since launch seven years ago.

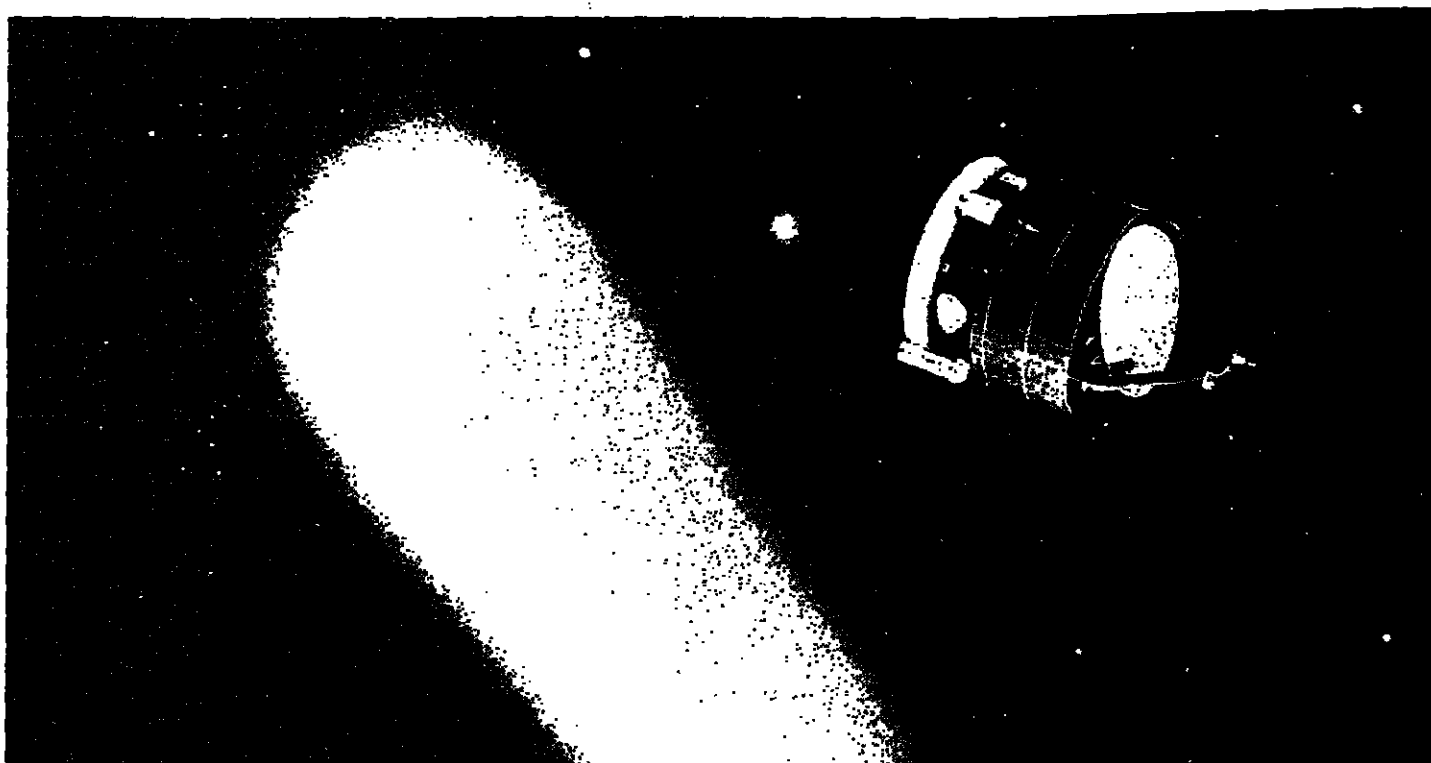
Grigg-Skjellerup belongs to a class of comets whose orbit around the Sun is in the same direction as the planets. Giotto's approach speed, therefore, will be much slower, a mere nine miles a second. Observations of Grigg-Skjellerup show that it has a compact nucleus only a mile or so wide, and a modest tail of dust and plasma, or ionised gas. The encounter will be a less bruising one than in 1986, but Giotto could still be damaged.

The dust shield designed to protect the spacecraft cannot now be pointed in the best direction to fend off dust particles, so some of the remaining instruments could be damaged. By that time, however, the astronomers hope to have gathered the information they need. "It is an opportunity we would not have dared to dream of when we were designing and building our experiment in the early 1980s," says John Zarnecki, of Kent University.

At high speed, dust could cut through aluminium

planetary space mission on its own. We could barely imagine the encounter with Halley, let alone the wild possibility that, nearly six years after Giotto should have ended its life, it would be embarking on a second kamikaze mission.

British scientists are among the luckier ones, as both the Kent University experiment and the plasma analyser from the Mullard Space Science Laboratory of University College London are in work-



Closing in: Giotto nears Halley's Comet. Below: Honoré Daumier cartooned 19th-century fears that comets would strike Earth

ing order. The greatest loss is that the colour camera that provided images of the comet is not functioning, because a part was dislodged in the encounter and now obscures the lens. The remaining experiments should add to scientific understanding of comets. The nucleus is a frozen mass of gas and dust, the "dirty snowball".

As a comet approaches the Sun, the heat evaporates material from the side closest to it, creating the tail as the material boils off. The dust forms a yellow tail, the plasma a bluish tail, and both are brightest when the comet reaches perihelion, the point on its orbit when it is closest to the Sun.

One of the most striking findings in the Halley encounter was the extreme blackness of the cometary nucleus. The observations showed it was blacker than coal, consisting of a layer of porous material,

probably too heavy to be boiled off by the Sun's heat. Tomorrow Giotto should gather new data to enable comparisons to be drawn between an active comet such as Halley and the quieter Grigg-Skjellerup, which is more typical of most comets.

The relatively slow fly-by will also allow more detailed mapping of the regions in the plasma tail, and the boundaries between them, caused by the interaction between the plasma and the solar wind, high-speed particles from the Sun.

Assessing how closely Giotto has approached the comet will be difficult, because the camera is no longer working. The mission scientists hope the Kent University experiment will give some indications. The dust model prepared after the Halley encounter has been updated with figures for Grigg-



Skjellerup that should enable predictions of the dust impact rate, and thus a calculation of how far away the spacecraft is.

The first indication of the comet's proximity, however, is likely to come from the University College plasma experiment, which will measure solar wind, and the veloci-

ty of the ions derived from the ice in the nucleus of the comet. The way in which the solar wind interacts with the comet is expected to be quite different from what was observed during the Halley mission six years ago.

Space enthusiasts can watch the approach live tomorrow on BBC2.

## UPDATE

### A variety of choices

WHICH species has the most varied sex life? According to Ted Fleming, a biologist from the University of Miami, it is the cactus cholla, one of the largest of cactus species. He has found male, female, hermaphrodite and neuter cacti, which seems to cover most of the available possibilities.

Of the cacti in his study area, Dr Fleming found that 24 per cent were true hermaphrodites (as most cacti are), 43 per cent were female, 29 per cent male and three per cent neuter. Why such a variety? He does not know, but wonders whether the cactus may be in the process of evolving into a species with two sexes.

### Great scope

GALILEO, the pioneer of telescopes, made his lenses as perfect as he could, according to a re-examination made by the Italian National Optics Institute in Florence and reported in this week's issue of *Nature*. Giuseppe Molesini and two colleagues used lasers to examine the surface finish of four lenses in two surviving telescopes and a single lens mounted in an ivory holder, all of which belonged to Galileo. They were impressed by the quality of the lenses, whose performance was restricted only by the wave properties of light.

The study may cast light on what exactly Galileo could have seen of the solar system when he used the lenses in the late 17th century. He observed Jupiter's moons and came to the conclusion that the Earth must orbit the Sun, not vice versa.

### Hello, hello...

A SEARCH by Australian astronomers for signs of intelligent life in outer space has so far drawn a blank. David Blair of the University of Western Australia reports in *Monthly Notices of the Royal Astronomical Society*. Using the 210-ft Parkes radio telescope in New South Wales, Professor Blair and colleagues looked at 176 targets, mainly stars similar to the Sun which might have planetary systems. No intelligent signals were found. "If technological life is more sparse than we think," he says, "it could be a long time before we make contact."

### TV levels

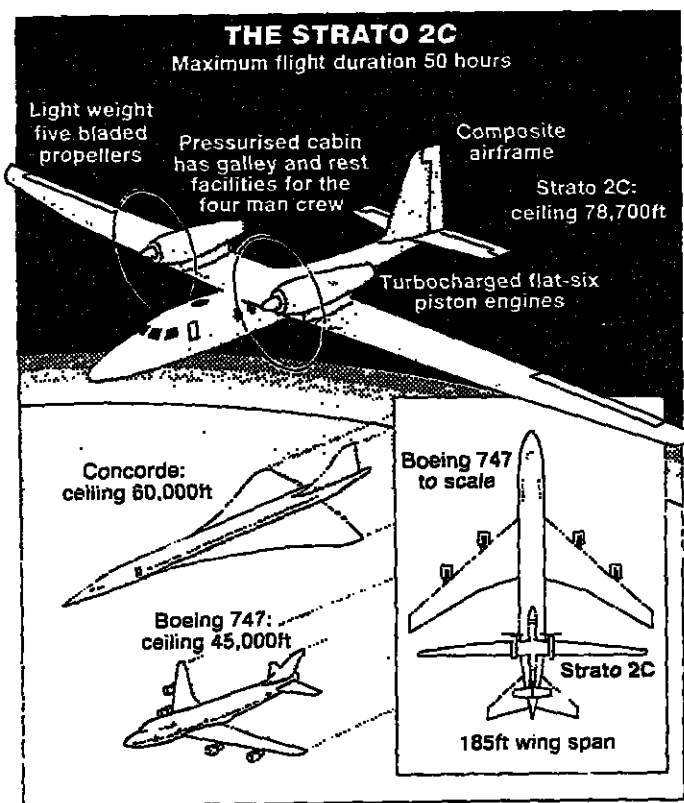
ONE OF the best predictors of cholesterol levels in the bloodstream of American children is how much television they watch, a report in the journal *Pediatrics* concludes. Researchers from the University of California at Irvine looked at 1,081 children aged between two and 20 years, and found that 8 per cent had a cholesterol level of 200 milligrams or higher, a level considered too high in adults.

Of those, 53 per cent said they watched television two or more hours daily. Children were twice as likely to have high cholesterol levels if they watched two to four hours of television a day, and four times as likely if they watched more than four hours.

### Heated sea

THREE large undersea volcanoes have been found north-east of New Zealand, Ian Wright, a geologist from the Oceanic Institute, said in the discovery linked a series of four above-ground volcanoes on North Island with an active volcanic island and a known chain of submarine volcanoes off the east coast. The new volcanoes lie in 7,546 ft of water in an area about 124 miles northeast of Auckland.

Two are inactive, but the biggest, 5,249 ft high and with a base diameter of 11 miles, is active and rivals some on-shore volcanoes in size. Six other volcanoes were found in 1963 by the New Zealand navy in the same area. The last known large eruption of one of them was in July 1986 when a Japanese fishing boat reported seeing rising steam and a sulphur slick.



## Loitering at a great height

Detailed studies of ozone depletion over Antarctica, together with other ecological, environmental and oceanographic work, will be made easier when a radical ultra-long-endurance stratospheric research aircraft now being built in Germany begins to operate in three years' time.

Burkhart Grob Flugzeugbau, a light aircraft manufacturer, is developing the Strato 2C under a DM75 million (£25.75 million) contract for the federal ministry for research and technology.

Though powered by two conventional piston engines of only 400 bhp each, it will be able to carry a crew of two pilots and two scientific observers to operating altitudes approaching 80,000ft, remain airborne for up to 50 hours and fly more than half-way around the world non-stop.

Studying the ozone layer, it could fly 2,200 miles from a base in Chile to the South Pole, climb to the design altitude of 78,700ft and spend eight hours at that height before returning. It could do the same thing over the North Pole from a base in Europe.

This performance is made possible by the use of reinforced plastic materials, which produce a light but strong aircraft, and a radical compound propulsion system. The aerodynamic principles of high-performance sailplanes and motor gliders are used in the Strato 2C. They include the use of a low wing loading and a high-lift laminar airfoil section to avoid the necessity of flying fast in the thin air of the stratosphere, together with very long and slender wings to minimise induced aerodynamic

drag. A high standard of surface smoothness will lessen skin friction and parasitic drag.

Such slender wings — 22 times as long as they are wide — can be built only of advanced plastic composites such as Kevlar and carbon fibre. At more than 185ft from wing tip to wing tip, the Strato 2C will be only a few inches smaller in wing span than the latest Boeing 747-400 jumbo, despite having an empty weight of only 12,700lb. Crew and a full fuel load will more than double the weight to a maximum on take-off of 25,800lb. Conventional gas turbines would not work at the Strato 2C's extreme altitudes, so Grob is opting for two off-the-shelf US Teledyne liquid-cooled flat-six piston engines of only 400 bhp each. Housed in overwing nacelles and driving large lightweight five-bladed propellers, each engine will be coupled to a two-stage turbocharger adapted from components of a current production Pratt & Whitney turbo-prop engine.

The maiden flight is scheduled for December 1994, with delivery to the aerospace research establishment (DLR) at Oberpfaffenhofen, near Munich, eight months later.

Chemical pollution of the upper atmosphere was one of the key issues at the Earth summit in Rio last month, so a great deal of work is foreseen for the Strato 2C. However, the combination of extreme altitude and endurance gives the Strato 2C other uses in telecommunications relay, civil monitoring of land and sea traffic, and military surveillance.

BOB RODWELL

## Europeans a criticised species

Continental and British zoos are to co-ordinate species breeding programmes

Sanctimonious Europeans who moralise to Third World countries about the preservation of rare species are doing a poor job of protecting what little is left of their own, and are lagging behind the rest of the world in developing a global approach to the preservation of wildlife.

This no-holds-barred message came from Dr Ulysses Seal, chairman of the American-based Captive Breeding Specialist Group (CBSG) at its first regional meeting in Edinburgh this week. The event also marks the official coming together of British zoos, who have been operating rare species breeding programmes for about ten years, with their continental colleagues, who are somewhat less experienced.

Dr Seal's criticisms were directed just as much at Britain as at any other part of Europe. It is easy, he says, to be sanctimonious when "you've already wiped everything out two or three times in the past thousand years. You've got little left to save that is worth saving".

In other words, what we have done is exactly what we are criticising Brazil for doing to habitat and wildlife in the rainforests today.

In evidence he cites the otter, in trouble across Europe: the mink, struggling on the Continent although doing, some would say, only too well here: the Iberian lynx and the French brown bear.

Even the Scottish wildcat is increasingly hard to find in its pure



Rare sights: the otter and Scottish wildcat are both in trouble



form, largely because of breeding with domestic cats.

Dr Miranda Stevenson, conference organiser and head curator at Edinburgh Zoo, says she is forced to agree with Dr Seal's assessment, but hopes that the ground rules being agreed at this week's meeting will help ease the plight of European rare species. Following the British lead, Europe-wide groups are being established to protect the interests of individual taxa, or biological categories of species.

Where a particular taxon, such as the felids, includes a threatened indigenous species, such as the Scottish wildcat or the Iberian lynx, it will be given priority. This will

not mean the end of European zoos running breeding programmes for more exotic species, but should mean a little more attention to what Dr Seal would call "cleaning up our own back yard. A little late, a little slow, a little retarded, but it's getting there".

But while European species conservationists might be growing less self-righteous, and are keen to establish functional breeding networks, it will not be plain sailing.

Zoos around the world have faced radical change over the past ten years, from places where people came to look at animals to centres of conservation and education. The change has been fast, and as the

current problems facing London Zoo show, not all will make it.

Those in the newly independent Eastern bloc countries face more problems than zoos in Russia, Hungary and Lithuania who had wanted to attend the Edinburgh meeting had to pull out because of lack of funds. A Polish representative who had been expected to do the same arrived at the last minute, with just £5 to his name.

Maintaining a viable breeding group of any rare species means making fullest use of animal resources and cage space, with zoos swapping animals along carefully co-ordinated lines. However, Kristina Tomastova, from Dvur Kralove Zoo near Prague, says that while they are keen to join in such programmes they need to sell, not swap, their animals in order to survive financially.

Dr Stevenson says this idea is unlikely to get a positive response from Western conservation groups. There are, she says, better ways to offer support, for example covering all transportation costs, the main burden of all animal exchanges.

But despite these hitches the mood of the conference is one of optimism. It is estimated that 6,000 species could become extinct in the wild over the next 100 years. The CBSG believes that with enough determination none need be lost altogether.

CAROLINE DEMPSTER

## Counting the creatures of the forest

A team of British scientists expects to find new species, particularly of insects, in a study of a South American rain forest

Biodiversity, long championed by environmentalists, is finally enjoying its moment in the sun. Nigel Hawkes writes. Suddenly everybody but President Bush wants to defend the Earth's stock of species, down to the last ant or spider. But nobody knows how many species there are.

A British expedition in central Guyana, co-ordinated by Dr Mike Gillman and Dr Mark Johnston, of the Open University, may produce some of the answers. Between now and the end of November, 22 scientists in a variety of disciplines will look at bats, mammals, birds, insects and plants in a phased programme to measure biodiversity in the Iwokrama rain forest, an almost undisturbed 360,000-hectare area where a sustainable forestry programme has been started with help from the Commonwealth Secretariat.

Dr Gillman explains that at present nobody can say what sustainable means when applied to the species living in the forest.

He asks: "Is it possible to fell 10 per cent of the trees without

reducing the variety of species? Which trees are the most critical? We do not know. In the long term we would like to carry out experiments to discover the answers, but the immediate objective is simply to establish what there is there."

The scientists will first identify five or six distinct areas in the forest with different vegetation and morphology. Within every area they will identify zones of one hectare that are typical of the area as a whole. Within every hectare counts will be made of mammals and insects. The scientists will study the variety of trees and observe which are fruiting. To identify and count mammals and marsupials, 250 traps will be set in every square hectare, and the creatures caught will be counted and marked. They will then be freed, and from the proportion caught a second time, an estimate of the total population can be made.

Densities of animals are expected to be low, but the same cannot be said of insects. A naturalist who visited the area in the 1930s said there were 1,000 species of butterfly



Hidden depths: the Guyana rain forest contains many creatures still undiscovered by man

alone, against 59 in the whole of the UK. Insects will be counted and identified by a more brutal method. A fog of insecticide will be released through the forest canopy and the rain of insects pouring down will be caught. Dr Nigel Stalk, at the Natural History Museum in London, will be responsible for identifying the huge number of specimens sent back.

A similar experiment in the

Brunei rain forest, covering only ten trees, found 20,000 insects belonging to 2,500 different species. So far, in the entire world, a total of a million insect species have been described, but a further five to seven million species are thought to remain undiscovered, about 40 per cent of them beetles.

So the Guyana expedition seems certain to discover many new species, examples of which will be

deposited in institutes in Guyana to build up national collections.

Ultimately, Dr Gillman would like to continue the work by investigating how sensitive all these species are to disruption. Then, for the first time, sensible estimates of the likely loss of biodiversity from tree-felling or other forest disturbance may be possible. Dr Gillman says that will take at least five years and require substantial funding.



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<b>EDUCATION</b> University Appointments Prep & Public School Appointments Educational Courses Scholarships & Fellowships <b>LA CREME DE LA CREME</b> Secretarial Appointments	<b>LEGAL APPOINTMENTS</b> Solicitors & Commercial Lawyers Private & Public Practice <b>PUBLIC APPOINTMENTS</b> <b>CREATIVE &amp; MEDIA</b> APPOINTMENTS	<b>LA CREME DE LA CREME</b> Secretarial Appointments	<b>GENERAL APPOINTMENTS</b> Management, Engineering, etc. <b>ACCOUNTANCY &amp; FINANCE</b> <b>LA CREME DE LA CREME</b> Secretarial Appointments	<b>INTERNATIONAL APPOINTMENTS</b> Educational, Technical, Commercial and Academic Posts

£35-40,000  
+ car + benefits

Healthcare Products

Home Counties

## Logistics Director - Europe

A unique matrix of product sources, supply chains and specialist outlets across Europe makes the planning and distribution of healthcare products a fascinating and intellectually challenging role. Based at the European HQ of a market leader, this new, pivotal position offers significant scope to define service levels, control inventory management and contribute to the fundamental planning of its European business.

## THE ROLE

- Reporting to the Director for Europe, member of the Regional Executive with direct responsibility for a specialist MIS and logistics team and functional links across all markets.
- To co-ordinate programmes which will improve inventory management practices and market responsiveness for each country, and support the supply chains with the best systems and automated controls available.
- To plan the forward direction of distribution and logistics in Europe, reviewing systems, management information, physical deployment of facilities and market trends, ensuring competitive edge through enhanced service and cost-effectiveness.

London 071-973 8484  
Manchester 061-437 0375

**Selector Europe**  
A Spencer Stuart Company

## THE QUALIFICATIONS

- A sharp, numerate graduate intellect, knowledge of systems for resource planning, familiarity with European markets and cultures.
- Experience of supply chain design and planning systems for distributing large numbers of small orders in a strictly controlled regime. Parcels, retail or third party background highly valued.
- Innovative challenging and persuasive. Diplomacy and tact to influence from an HQ perspective. Leadership and stature to ensure credibility and drive projects through to completion.

Please reply, enclosing full details to:  
 Selector Europe, Ref S1115072M  
 Adlington Court, Greenacres Business Park,  
 Styal Road, Manchester M22 5LG.

£80,000 package  
+ options + benefits

International FMCG Brands

London or Paris

## European Marketing Director

Significant new appointment to bring brand marketing professionalism to a young and dynamic management team running one of this country's fastest growing PLCs (t/o £350m), designing, sourcing and distributing apparel and accessories worldwide. Real scope to influence further growth through the development of a tiered brand structure across Europe which meets and anticipates customer needs. Excellent international career opportunities in both marketing and general management.

## THE ROLE

- Responsible to the Divisional Chief Executive for the development and implementation of a European marketing strategy, through detailed assessment of existing brand portfolio and markets.
- Managing the full marketing mix, including an A&P spend of some £10m to maximise brand leverage across Europe.
- Key member of the management team, with active input to new product development, acquisition targets and the future shape of the company.

London 071-973 8484  
Manchester 061-437 0375

**Selector Europe**  
A Spencer Stuart Company

## THE QUALIFICATIONS

- High calibre graduate, aged 30-40, with a marketing training in a blue chip FMCG environment. Strong European credentials with fluency in English and one other European language essential.
- Proven success in developing and implementing pan-European brand strategies in a senior marketing position, with in-depth knowledge of the markets.
- Well rounded international professional with a broad commercial orientation in addition to strong professional skills.

Please reply, enclosing full details to:  
 Selector Europe, Ref S555022L  
 16 Connaught Place,  
 London, W2 2ED

Exceptional Opportunities -  
Major UK Retailer

## Area Managers

Various UK Locations,  
To £35,000, Car, Benefits

## Hoggett Bowers

BIRMINGHAM, BRISTOL, CAMBRIDGE, CARDIFF, EDINBURGH, LEEDS, LONDON,  
MANCHESTER, NEWCASTLE, WINDSOR and representation throughout EUROPE

This is a highly esteemed name in the UK retail sector. In developing its Retail Management team, the company now requires a number of young, talented and ambitious executives. Responsible for the profitable performance of a number of stores, and reporting to a Regional Director, you will be aged late twenties/mid thirties and educated to degree level. Ideally you will have built an impressive reputation as a man manager and leader in a multi-sited, retailing business. Alternatively you could have fulfilled an equally demanding operational role in other fast moving sectors: brewing, leisure, consumer and financial services, fmcc etc. Numeracy, commercial awareness and good communication skills are essential. Prospects are first class in an organisation noted for its training and development of capable young executives.

Male or female candidates should submit in confidence a comprehensive c.v. to J.A. Thomas, Hoggett Bowers plc, 11 Lisbon Square, LEEDS, LS1 4LY, 0532-448661, Fax: 0532-444401, quoting Ref: A40019/ST.



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A member of the Glaxo Group

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- **REMUNERATION** £38,000 to £45,000 plus substantial benefits. Location: W. London. Age: Mid-thirties.

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**TK**

SELECTION

8 Hallam Street, London, W1N 6DJ. Fax: 071-631 5317  
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managers?

Are you focused on increasing volume and profitability?

Are you a first class team leader and motivator?

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FAX 071-782 7826

## IONICA

## Head of Finance

Cambridge circa £50k

Ionica is a new enterprise which has been set up to create a significant business as an independent national telephone company which will compete with British Telecom in the provision of services to residential and small business users. To further the development of Ionica we are seeking a Head of Finance to join our senior management team.

You will need a strong corporate finance background with hands-on experience of planning and presenting multi-million pound investment financing, managing joint ventures, flotations and major trade sales. As well as providing management information, accounting and financial services for the business, you will be responsible for compiling operating and strategic plans and advising on major contractual issues.

You will be professionally qualified and have established a substantial record of achievement in a blue-chip commercial environment. Reporting directly to the Managing Director, you will enjoy considerable autonomy but you will need to be a highly motivated self-starter used to working in a rapidly growing informal environment. As a member of the senior management team you can help to shape the future of this company.

The demands of the job will be high, but the rewards in terms of career prospects and remuneration will match them. The package includes substantial share options, pension scheme, life insurance, healthcare insurance, relocation assistance and car allowance.

To apply, please send a CV including work/home telephone numbers to our recruitment consultants, L.J. & Associates at 12 Celbridge Mews, Porchester Road, London W2 6EU Tel: 071-243 1888, Fax 071-792 9016 quoting ref. no. 06/362

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Most companies keep their best people at Head Office

Ours are at the heart of the business.



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Every few years these people move to new parts of the world and begin afresh, developing their careers and making themselves at home in environments as diverse as Africa, Asia, the Far East, the Americas and Europe.

The business management challenge is always uncompromisingly tough. Technical skills are tested to the limit and, since we expect people who join us as newly qualified Accountants to rise to Financial Director in their early 30s, they have to be ready for senior level responsibilities at an early stage.

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We provide good training, as well as a full expatriate package, including an excellent salary and free accommodation.

If you believe you have the potential for an international career in business management, please write for an application form and further information to Jane Howard, British-American Tobacco Company Limited, Millbank, Knowle Green, Staines, Middlesex TW18 1DY, or telephone (0784) 448277 (24 hour answerphone) for an application form. Closing date for applications July 24, 1992. Previous applicants are requested not to reapply.



A member of the B.A.T. Industries plc Group

Elonex is considered to be one of the leading manufacturers of Personal Computers and, despite difficult market conditions, is set to substantially increase its annual turnover.

As part of our continuing growth in the UK and into Europe, we are looking for additional key personnel with proven organisational and communication skills, and with an ability to perform under constant pressure.

## SALES STAFF AND SALES MANAGERS

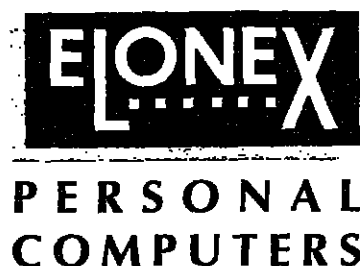
You should have a proven record of leading from the front, both in selling and in co-ordinating sales activities. Ideally you should also have a sound technical knowledge of computer hardware and understand its interaction with common software packages.

## CORPORATE/PUBLIC SECTOR SALES AND SALES MANAGERS

You will have several years' experience of dealing with large corporates and/or government bodies. Moreover, you will have a good technical knowledge of both hardware and software, preferably with some experience of networking and Unix.

Please send a hand-written covering letter plus your CV to:

Lisa Sapsford  
Elonex plc  
2 Apsley Way  
London NW2 7LF



## Group Finance Director

International High Growth Company - Health Care

West of London

c. £70K (plus superb incentives)

## The Company

- Vibrant, dynamic and highly respected
- Unique position as a creative 'leader' in business services
- Unique profile
- UK turnover £20M+
- Group International Board being created

## The Qualifications

- Mid to late thirties, ACA
- Outgoing, resilient with leadership and vision
- Experienced in corporate finance, financial strategy, acquisition strategy, investor relations
- Knowledge of health care or pharmaceuticals

## The Position

- Assist in development of long term business strategy
- Group Board with full accountability for finance management
- Creation of long term financial strategy
- Action business development plan
- Develop international reporting systems and taxation structure
- Overall objective - to build value

Please submit CV's in complete confidentiality to Moxon Dolphin Kerby Limited, 178-202 Great Portland Street, London W1N 6JJ quoting reference 4403 and stating any companies to whom you do not wish your application to be sent.

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HEALTH

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CHIEF  
EXECUTIVE

c£60k + performance related pay + lease car

Our present part-time District General Manager has recently decided to return to his role as a consultant physician. We are now looking for an outstanding individual with distinctive vision to fill the new challenging full-time position of Chief Executive of Nottingham Health.

We are looking for someone who can demonstrate real brilliance in the deft handling of a major budget in excess of £200m, purchasing health care for the residents of Nottingham, and who can lead an established team in implementing an innovative, strategic plan providing for the health needs of 600,000 people.

Of the Nottingham Provider Units, two have already achieved NHS Trust status and a further two units are anticipating becoming third wave Trusts in 1993. Close co-operation with the prestigious University Medical School at Nottingham will continue to enrich the quality of planning and provision of health care.

A proven pedigree in strategic management at the heart of a large organisation, private sector or public sector, will enable you to lead, enthuse and motivate Nottingham Health through this next stage in its development. Your flair, charisma and hands-on skills will mean that you will make your considerable presence felt promoting our business excellence.

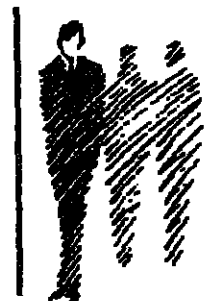
Radical change has set the role and direction of Nottingham Health. The future is packed full of challenge as we provide and develop health care for this great city, through the Nineties and beyond.

If you are 100% certain that you have the credibility and confidence to face the challenges of one of the largest Health Districts in the country, then we should be talking.

For an information pack please contact: Mrs Brenda Hawkins, Director of Personnel, at Nottingham Health, Forest House, Berkeley Avenue, Nottingham NG3 5AF or telephone 0602 691691 ext 49235 or 49241.

Informal enquiries should be addressed to: Sir David White, Chairman, Nottingham Health (ext 49205) or Brenda Hawkins (ext 49235) Closing date Monday, July 27th.

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Demand more than well meaning Career Counselling or Outplacement advice. Insist on real direction to your job search based on current market intelligence from the largest outplacement and career management consultancy providing cost effective services to employers and to individuals seeking career progression.

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Fletcher Hunt plc.

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## GENERAL MANAGER (DESIGNATE)

PHARMACEUTICALS/MEDICAL PRODUCTS - EXPORTING

Salary negotiable  
to £35,000 + car

Our client is a relatively small but successful subsidiary of a leading, £1000 million turnover, wholesale distribution company. Overseas trading is concentrated primarily through this highly profitable £10 million turnover subsidiary which has developed contacts and sales throughout the world. Traditionally, a diverse range of medicines, toiletries and other consumer products have been sold into geographically dispersed markets in Australia and the Far East, as well as in Africa and the Middle East. A plethora of opportunities still exist in these markets but in recent times the focus has also been on Europe, where significant inroads have been made.

The retirement later next year of the present Managing Director provides the opportunity to recruit someone who can take the business into its next phase of planned growth.

The successful candidate will probably be a pharmacist with knowledge of export sales. However, consideration will be given to Export Sales Managers who have a proven track record in the pharmaceutical field. Experience of identifying and satisfying customer needs and of building lasting and profit generating relationships is essential. Leadership and team building qualities will need to be combined with resilience, self-starting ability, social confidence and achievement orientation. A considerable amount of overseas travel will be involved.

Remuneration will be as indicated and a company car will be provided. Assistance will be given towards the cost of relocating to the North West.

To apply, please send full career details, indicating current salary, to John Todd, Ref: S522/JT/ST, PA Consulting Group, Fountain Court, 68 Fountain Street, Manchester M2 2FE, or telephone his secretary for an application form on 061-236 4531.

**PA Consulting Group**

Creating Business Advantage

Executive Recruitment - Human Resource Consultancy - Advertising and Communications

## OPERATIONS DIRECTOR (DESIGNATE)

TEXTILE INDUSTRY

North-East England  
c.£35,000 + bonus + car

Backed by the resources of a major plc, this long-established subsidiary enjoys an enviable reputation for high quality in terms of both the design and manufacture of customised garments, and also for the comprehensive service it provides to corporate customers. It generates an annual turnover of around £25 million, employs over 500 people on a multi-site basis, is Quality accredited, and has dynamic and aggressive expansion plans.

A key member of the executive, participating significantly in determining corporate strategies, plans and tactics and heading an established team, your prime responsibility will be for all Manufacturing (including subcontracting in the UK and overseas), Quality, Planning and Materials

Management activities, placing emphasis on cost-efficiency and performance improvements.

To qualify, you must be able to demonstrate broadly-based, high-quality manufacturing management skills in a medium to large-sized batch cut/fabricate/assemble environment - ideally cut-and-sew garments. Computer literate and experienced in using MRP II or similar, you are conversant with Quality standards (preferably commercial and military) and adept at staff development and motivation. You thrive on responsibility, enjoy being the catalyst of change, and are cost and quality conscious. The attractive benefits package includes a performance-related bonus and, where appropriate, relocation assistance.

To apply, please send your cv to Mike Stockford, Ref: S689/MS/ST, PA Consulting Group, 123 Buckingham Palace Road, London SW1W 9SR.

**PA Consulting Group**

Creating Business Advantage

Executive Recruitment - Human Resource Consultancy - Advertising and Communications

## Commercial Director

Export focused role - defence products

SOUTH EAST LOCATION: £40,000 + car + benefits

Our client is a £100m plus Defence Electronics Group which is part of a blue-chip company. The Group has a world-wide reputation for innovation and has an enviable track record in penetrating export markets and forging collaborative ventures.

The role of Commercial Director is pivotal in securing new business and in the contract management of existing business. Reporting to the Managing Director, you will make a visible contribution in developing the Group in what is an increasingly competitive market.

You will bring a broad based professional capability to the Group and, in particular, a proven record of successful achievement in

markets such as the Middle East and North America. Your management skills will also be important, as will your experience in leading successful contractual negotiations in a defence environment. A graduate, with a track record of achievement, you will probably be aged 40 to 50.

In return, you will enjoy an attractive salary and benefits package which includes a company car.

Please write with full career and salary details. These will be forwarded direct to our client. List separately any companies to whom your details should not be sent. Ian White, Ref: 90004, MSL Advertising, 32 Aybrook Street, London W1M 3JL.

**MSL Advertising**

### Datacommunications Sales Executives

South East High Base, OTE £50,000

If you are a talented young sales professional with the ability to win and grow new business as well as manage existing accounts, this is an excellent opportunity to join a leading supplier of total networking solutions including X25 products, LAN/WAN and voice and data integration.

Aged 25-35, you should have a track record of selling datacoms or telecoms solutions to end users or via 3rd parties.

Our client is well-established and quality-led and the opportunities rewarding and long-term.

For a confidential discussion regarding these or other options, contact Chrissy Carnell or Maggie Lawrence; alternatively send your cv.

**SALES & MARKETING appointments**

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Telephone 071-379 0333

Facsimile 071-379 0113

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Taylor Made Films, a rapidly expanding television and video production company, manages and produces The Sunday Times Video Library - a collection of market-leading factual and training videos.

We require a dynamic Product Manager to take responsibility for the marketing of a range of our business training products. The successful candidate will be a bright, experienced marketer. Experience of mail order (especially catalogues), PR and high level negotiation would be particularly useful.

**TAYLOR MADE Films**

TO APPLY Send cv to: Stephen Goss Marketing Director Taylor Made Films Ltd 27 Junction Mews London W2 1PN

## A LEADING CITY LAW FIRM ADOPTS CLIENT-SERVER:

a strategy which will stretch the finest talents in IT project and change management

Following a comprehensive review of their information systems strategy, one of the City's top international law firms is about to embark on an ambitious programme of development, to improve further its level of client service and quality of business management.

The three-year development strategy will include the adoption of a client-server architecture and the integration of world-class application software to support fully the Front Office and Practice Management business needs. Over 1,000 staff will have access through personal workstations to all the firm's integrated business applications via a consistent user interface.

The three managers now being sought will play a key role in the implementation of this strategy. They will be expected to work as a team, in close association with user management, to ensure that systems meet fully the needs of both the firm and its customers.

### MANAGERS - SYSTEMS DEVELOPMENT £45,000

There are two key groups of applications development to be managed. One is the 'Front Office' suite, including a consistent graphical interface, word processing, electronic mail, automated fax, diary and office management services, and document management and retrieval.

The other group will focus on 'Practice Management' systems, including billing and time recording, financial control, personnel management, marketing support and integrated management reporting.

Each group presents a complex set of development projects combined with the added challenge of facilitating organisational change. The professionals we're seeking for these crucial roles will need in-depth track records in managing large projects from feasibility through to implementation, clear strategic vision, a pragmatic sense of what can and cannot be delivered, and an ability to

maintain a sharp focus on the business objectives. The ability to win the support and kindle the enthusiasm of the user community will be a critical factor. It will be an advantage if you have experience of implementing distributed systems and relational DBMS technology.

### MANAGER - CHANGE MANAGEMENT £45,000

Your objective will be the effective assimilation of business systems throughout the firm through a sustained process of change management and training. You will also be responsible for the provision of user support and assistance. You'll need to work closely with both the Front Office and the Practice Management Systems Development Managers to understand the organisational and training implications of proposed new systems and their potential benefits. Then you'll consult with a cross section of users to determine their readiness for change and the nature and scale of training required. From there you'll set out a programme for organisational change and retraining, gaining acceptance of new systems and ensuring that they precisely meet the needs of the business.

Your experience of designing and managing systems training courses is likely to have been developed through a consultancy or supplier background where the pressure of rapid change has been a constant companion. Confidence in both interviewing and training senior management will be an essential asset, as will persuasion and negotiation skills.

For both positions you must have a good degree and will probably be aged late 20's to mid 30's.

To apply, please call our consultant Nick Reid on 071-253 7172 during office hours or on 0850 666760 evenings and weekends. Alternatively, send your cv, quoting ref:536 to him at JM Management Services Limited, Chandos House, 12-14 Berry Street, London EC1V 0AQ. Fax 071-253 0420.

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1992

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If you are currently earning a sizeable income but want more... substantially more then perhaps we should meet.

Our continued growth requires that we add a business development professional to our highly regarded consulting team in the UK.

We are seeking an individual who has the ability to negotiate and close at the highest levels within corporations. Your broad and extensive business experiences would make it possible for you to discuss and relate comfortably with some of the most accomplished business leaders of major service and manufacturing corporations on the subjects of productivity and profit improvement.

Your professional profile must include proven success at chief executive/managing director level with full profit and loss responsibilities. A university degree or equivalent is required. In age you will probably be between 40-45 but suitable candidates outside this range would be considered.

Relocation is not necessary.

In view of the skills required we are willing to compensate the person accordingly. Local interviews will be arranged.

Please send your c.v. in English together with a photograph to Mrs Lellan Van den Branden, noting your recent remuneration and a telephone number where we can contact you to arrange interviews.

All correspondence will be dealt with in the strictest confidence.

**Alexander Proudfoot Productivity Management Europe s.a.**  
Mambatten Tower  
Avenue du Boulevard 21 box 26  
1210 Brussels  
Belgium

Reference: UK/S/ST/5/7/92



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The diversity will provide you with a choice of interesting and stimulating options. Whether you are shaping policy, managing substantial resources, directly advising Ministers, or planning and implementing new initiatives, you can be sure that your responsibility and your contribution will be significant.

We are currently looking to fill 2 vacancies in the Ministry of Agriculture, Fisheries and Food, 2 in the Department of Social Security, 1 in the Cabinet Office and possibly a vacancy in the Overseas Development Administration.

Our standards are high and our selection process reflects the intellectually challenging nature of the work. Your career history will reflect success in resource management, or in administration. A good knowledge of French or German would be an advantage.

Your Grade 7 salary will be in the range £26,129 - £36,418 including London weighting and performance related movements.

Please write for full details and an application form (to be returned by 22 July 1992) to Recruitment & Assessment Services, Alencon Link, Basingstoke, Hants RG21 1JB, or telephone Basingstoke (0256) 468551 (growing service operates outside office hours).

Please quote ref: A/651/ST.

The Civil Service is an equal opportunity employer



Recruitment  
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FAST STREAM



071-481 4481

## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

NATIONAL ACCOUNTS  
MANAGER

South East

c£30,000, car

This new appointment requires an unusual combination of high level Major Account sales ability and a technical competence and appreciation of food technology and processing. The client is the UK subsidiary of a major European food group and this position falls within its catering supplies division. Reporting to the UK Managing Director, responsibility is for the penetration and development, on a long term basis, of major catering supply organisations. In addition to the achievement of new business targets, emphasis will also be placed on the generation of ideas for new products, and their development on a collaborative basis with these major companies. The position will appeal to a creative lateral thinker who thrives on the challenge of new business generation and who also has an empathy for product development and the manufacturing process. Candidates, aged 35-45 and preferably graduate level, must be able to demonstrate a proven and sustained track record at National Account level with a major food manufacturer. An earlier career involving food technology, product development or manufacturing related experience within a major food group would be considered ideal. The client has an open and forward thinking company culture, and its growth potential is substantial. There is an excellent range of executive benefits, and the career prospects are first class. Please forward in absolute confidence a full curriculum vitae to Adderley Featherstone plc, 12 Harley Street, London W1N 1ED. Tel: 071 323 4664. Fax: 071 436 8954.

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Pieda is a successful and growing consultancy business employing more than 50 staff operating from three UK offices.

In response to the demand for our services covering public policy analysis, labour market studies, urban regeneration and economic development, we are recruiting Senior Economists to join established teams in Reading and Edinburgh. The posts will involve responsibility for managing a wide range of assignments.

Successful candidates are likely to be aged 25-35. They will need a good first degree in economics or a postgraduate degree in economics, at least three years in a research or consultancy environment and the qualities to contribute to growing our business.

An attractive remuneration package is available including profit-related pay, company car and health insurance.

If you are interested in joining a firm that has an informed yet challenging approach to work and offers opportunities for personal development write with a cv to:

Vehicle Osborn, Pieda plc, 52 Queens Road, Reading RG1 4AU, stating whether you wish to be considered for a position in Reading, Edinburgh or other location.

## SENIOR GEOPHYSICIST

Quality people are the core of our success.

UXBRIDGE BASED

Oryx UK Energy Company is the British subsidiary of one of the largest independent exploration & production companies in the world. We are a significant producer of oil & gas in the UK with exciting development and exploration plans for the 1990s and beyond.

Our close-knit, multi-disciplined exploration team now requires a high calibre Senior Geophysicist, primarily for interpretation of existing blocks and the development of new play concepts. Additionally, you will be involved in business support activities and new ventures, and you will have unlimited access to state-of-the-art technology, much of which is networked to our Technology Centre in Dallas, Texas.

You should have a good honours degree in geophysics, geology or a relevant discipline, with 8-12 years' experience in the oil industry, the majority of which will have been spent performing geophysical interpretation of the UKCS. You must have well developed

technical and communication skills and be capable of working independently or as part of a larger team. A working knowledge of Geoquest or Landmark interpretation workstations would be an advantage.

We believe that the quality of our people is the core of our success. We provide training and development programmes and a work environment in which there is freedom to develop technically, professionally and individually. Based in an attractive, modern office complex in Uxbridge, you will enjoy an excellent remuneration package, enhanced by benefits including non-contributory pension, free medical and life insurance, an employee share savings scheme, a fully-expensed lease car and relocation assistance where appropriate.

Please send your cv, complete with salary details, to Steven Church, Oryx UK Energy Company, Charter Place, Vine Street, Uxbridge, Middlesex UB8 1EZ.



## Remuneration Specialist

Central London

Up to £30,823

The Office of Manpower Economics provides administrative support for the five public sector pay review bodies who make recommendations to the Prime Minister on the pay of nearly 1.4 million public servants, including school teachers, nurses, doctors and dentists, the armed forces and the judiciary. The Office also supports the Police Negotiating Board and Civil Service pay negotiations.

To expand its ability to keep pace with the rapid changes in the mechanism of compensation in both public and private sectors, the Office now seeks to appoint a person with specialist knowledge of the issues involved. Reporting to the Director and working in close contact with other members of the Office, the post holder will monitor and maintain close contact with developments in pay and remuneration in both public and private sectors.

Acting as a centre of advice and expertise on issues of pay and remuneration relevant to the Office's remit, you will personally initiate and control appropriate investigative and research work, sometimes liaising with senior external specialist consultants. You will be responsible for ensuring the ongoing development of the Office's information base, and providing briefings on pay and related issues - often at short notice - as well as organising internal

seminars and induction material to ensure that staff are kept up to date with pay issues.

Applicants must have relevant experience and a broad understanding of current issues of pay and remuneration. This may have been gained either in industry, as an academic, as a consultant, or a combination of similar backgrounds and experience of both public and private sectors would be an advantage. Your enquiring, analytical mind, combined with the ability to present complex information effectively will be important, as will a high level of interpersonal skills and the resourcefulness to initiate and develop a work programme which will enhance the operation of the Office.

This post will be on a 2 or 3 year contract with the possibility of extension. A secondment from elsewhere in the public sector, or from the private sector, would be welcome, if desired. Salary will be in the range £26,129 to £30,823 including inner London weighting. More may be available for an exceptional candidate. Relocation assistance may be available.

For further details and an application form (to be returned by 24th July 1992) write to Recruitment & Assessment Services, Alencon Link, Basingstoke, Hants RG21 1JB or telephone Basingstoke (0256) 468551. Please quote ref: B/1647.



## Environmental Managers

Several positions worldwide

Salaries negotiable, circa £30 000

## The Company

We are the world's leading waste management and environmental services company, dedicated to compliance and raising environmental standards in all our operations. We have committed the resources needed to implement quality environmental policies and to prepare and make public an environmental audit.

## The Positions

Members of the senior team reporting to the Director, Environmental Management.

Responsibilities include:

- To organise, recruit, and train departmental staff.
- To plan and administer environmental programmes for our waste treatment and disposal facilities worldwide.
- To work with business groups to assess and strengthen performance.

Positions currently available in the UK, Europe, Asia, and Australasia.

## Qualifications

Degree in Environmental Engineering or similar, plus ten years in environmental and/or regulatory compliance. Familiarity with governmental and regulatory processes. Excellent communications skills, preferably multilingual.

## Additional Opportunities

We would also like to hear from younger engineers, geologists, hydro-geologists, and scientists with some experience in these or compatible fields, wishing to develop their careers in an environmental context. Salaries negotiable, circa £30 000.

Please send your cv to:

Waste Management International,  
Human Resources Office, Windsor House,  
55/56 St James's Street, London, SW1A 1LA  
(no telephone calls please).



Waste Management International

## COMMERCIAL MANAGEMENT

A high technology electronics major, this leading organisation bids and wins high cost capital projects on a global basis.

A requirement for two exceptional individuals has been created through the development of new activity areas, and the increasingly complex demands of new and existing contracts.

## Commercial Manager

To £35k plus car

A seasoned and mature professional who can bring a depth of experience in very high cost international contracts, to add value at the bid construction and project management stages.

The role will encompass the management of large scale sub-contracts across a range of disciplines from high-tech electronics to civil engineering.

## Commercial Specialist

To £20k

For a less experienced but no less capable candidate the brief is broader.

Essentially, you must be able to demonstrate the ability to take responsibility and manage a range of contractual and commercial issues, across a spectrum of different project areas, and deliver cost effective solutions.

Please write in the first instance to Bill Peach at Randall Massey Consultants, 7 Dorcan Business Village, Murdock Road, Dorcan, Swindon, Wiltshire SN3 5HY. Fax: (0793) 531215.

All enquiries will be treated in the strictest confidence.

RANDALL MASSEY

DRAKE  
EXECUTIVESAUDI ARABIA  
TECHNICAL POSITIONS  
TAX-FREE SALARIES  
2 YEAR CONTRACTS

Excellent opportunities are offered by Airports organisation in the Kingdom of Saudi Arabia. Benefits include: \* TAX FREE salaries \* FREE family or single accommodation \* FREE utilities \* Transportation allowance \* FREE medical benefits \* Education allowance \* Relocation and travel allowance \* Recreation facilities.

Positions currently available include: \* Technical/trade instructors in the following disciplines: \* Mobile eqpt \* Water systems \* Building mntce \* Automotive \* Electrical \* Admin/logistics/finance \* plus Engineering Purchasing specialist.

You will require appropriate quals plus min 5 years experience, good verbal/written communication skills, high patience & flexibility, plus the understanding & commitment to train Saudi nationals.

Reply in the first instance by sending your full CV in complete confidence to GORDON HAYES Drake International Chesham House, 136 Regent Street, London, W1R 0FA or FAX to 071 434 1255. Applications close Friday 10th July 1992.

NEWS INTERNATIONAL NEWSPAPERS  
MARKETING & CREATIVE OPPORTUNITIES

Due to the development of the Advertisement Marketing Department, three new roles have been created. The successful candidates will be part of a team of six reporting to the Advertisement Marketing Manager.

The positions offer the chance to work across all five national newspaper titles, their regional editions/sections and two colour supplements. With products as varied as The Times and The Sun a keen interest and understanding of the newspaper industry would be an advantage. - The faint hearted need not apply!!

## MARKETING EXECUTIVE

Working with one other person the ideal applicant will pro-actively analyse and interpret the vast resource of media and market research data that we currently collect and purchase. Having identified new areas of opportunity the preparation of business and marketing plans for senior management will encourage the translation of your concepts into profits.

You are likely to be a graduate (or equivalent) with at least two years experience in an advertising/marketing environment and so have a good understanding of the media owner - advertising agency - client relationship. The ability to communicate at all levels, computer literacy and a head for figures would all be advantageous qualities.

## TWO GRAPHIC ARTISTS

The brief for these two new positions will be to design quality creative material to help promote all of News International titles. The standard requests are likely to include:

- Sales Presentations
- Media Packs
- Rate Cards and Folders
- Brochures
- "Dummy" Advertisements
- In-house Advertisements

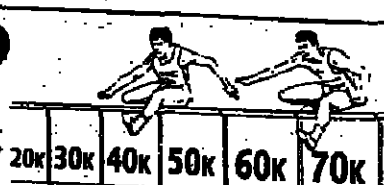
The company utilises the latest Apple Macintosh technology and technical support which will be readily available.

The successful candidates will have at least two years experience utilising Apple Macintosh hardware and software in a business environment. An understanding of sales and marketing concepts while applying your specialist knowledge to commercial problems would also be very beneficial.

The above positions offer competitive salaries, BUPA and four weeks holiday per year. Please apply in writing, enclosing a full CV, stating which post you wish to be considered for to:

ELIEN WILKIE, DIRECTOR OF OPERATIONS (ADVERTISING),  
NEWS INTERNATIONAL NEWSPAPERS LIMITED,  
1 VIRGINIA STREET, LONDON E1 6XT.

OFFER CLOSES 17/7/92

Wrong job  
- Redundant?  
Neither means being  
out of the running

We are a team of career professionals who care about your future, whether you are employed or not. Finding the right job is all about confidence, aptitude and contacts. Our expertise is comprehensive and individually tailored to meet your needs, goals and the right position - often within the unadvertised market.

Call Wilson McKenzie on 071 920 0480 to arrange an initial meeting. For Mersydale call 051 236 5560, Manchester 061 834 2189 and Midlands 0788 546107.

McKenzie  
Waterman

McKenzie Waterman &amp; Co., 8, Oldgate House, Fore Street, London EC2V 5DA



LIFE &amp; TIMES THURSDAY JULY 9 1992

071-481 4481

## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

## Sales &amp; Marketing Director

## Quality Inspection Systems

c.£40,000 + Options + Benefits

M3 Corridor

Market leading international group with enviable growth record requires Sales/Marketing heavyweight to drive business forward prior to planned flotation.

## THE COMPANY

- Established 1960s, privately owned, UK international H.Q. T/O £13m. Growing and profitable.
- Manufactures state-of-the-art quality inspection systems for the food industry. Sells through international subsidiaries and distributors.
- Hands-on, "can do" environment. Emphasis on R & D. Gearing up to flotation.

## THE POSITION

- Sits on Management Board of UK company. Reports to Group M.D.
- Responsible for UK sales, export sales via distributors, group marketing. C.E.O. of Dutch subsidiary.

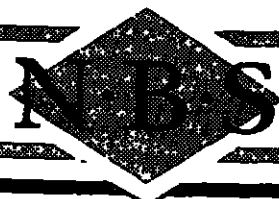
- Key task to exploit new export markets. Must access senior management in multinationals. International travel.

## QUALIFICATIONS

- Technical degree, probably engineering. Aged 35-45. Professional sales skills and marketing flair. Proven success in capital goods sales to export markets.
- Knowledge of processing industries, ideally food. Man-management experience. Profit, not volume, oriented.
- Fluency in second European language highly desirable. Charismatic leader who must earn respect from technical colleagues.

Please write, enclosing full cv. Ref SL2735

7 Shaftesbury Court, Chalvey Park, Slough, SL1 2ER



NBS SELECTION LTD - a Norman Broadbent International associated company  
 SLOUGH 0753 819227 • LONDON 071 493 6992 • BIRMINGHAM 021 233 4656 • BISTOL 0272 291142  
 GLASGOW 041 204 4334 • ABERDEEN 0224 638080 • MANCHESTER • 0625 539953

## Managing Director

## Precision Engineering

£45,000 + Expatriate Package

Singapore

A highly attractive opportunity to direct a manufacturing driven, foundry and precision engineering business, part of a group within a UK quoted plc and poised for rapid growth.

## THE COMPANY

- Well established, high quality engineering operation benefiting from major capital investment. Commitment to expand.
- Excellent reputation with international customers, particularly in aerospace sector.
- Versatile and skilled workforce with strong management. International sales network.

## THE POSITION

- Total profit responsibility for Singapore operation. Report to locally based group MD.
- Implement planned expansion and investment. Drive production to meet rapid sales growth.

- Maintain highest engineering and manufacturing quality and competitive pricing. Liaise with major international customers.

## QUALIFICATIONS

- Graduate HNC qualified engineer aged 30-45.
- Very strong manufacturing/production experience, preferably from aerospace or other precision engineering sector.
- Dynamic, commercially orientated and quality driven. Previous general management experience preferred but not essential.

Please write, enclosing full cv. Ref BL2847

NBS, Bennetts Court, 6 Bennetts Hill,

Birmingham, B2 5ST



NBS SELECTION LTD - a Norman Broadbent International associated company  
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 GLASGOW 041 204 4334 • ABERDEEN • 0224 638080 • MANCHESTER • 0625 539953

## MANAGING DIRECTOR

To provide strong, innovative leadership for a major vehicle leasing/finance company

## SOUTHERN ENGLAND

c.£60,000 + Car

Finance is a key element in vehicle purchasing decisions ranking alongside quality, reliability, service and spares support. Our client wishes to appoint a Managing Director, with experience of the vehicle leasing/finance market, to develop the business and make a strategically important contribution to customer service.

The Managing Director will create with his team innovative approaches to financing that support vehicle sales and ensure the Company retains a competitive edge.

Candidates should ideally be educated to degree level and have a recognised

accountancy qualification. Experience of vehicle leasing and sales financing, funding negotiations, and the ability to manage and motivate staff at offices throughout the country is essential.

A first class salary and benefits package is provided including assistance with relocation where necessary.

Please telephone for an application form or send a full CV quoting Ref: 1328 to Michael R. Salter, Managing Director, Hales & Hindmarsh Associates Ltd, 34A Jewry Street, Winchester, Hampshire SO23 8RY. Tel: 0962 841851. Fax: 0962 840436.

**Hales & Hindmarsh**  
 CONSULTANCY • SEARCH • SELECTION

## International Negotiations Manager

## Oil &amp; Gas Exploration &amp; Production

Excellent Package

London

Experienced international negotiator to develop further our client's extensive worldwide E &amp; P interests.

## THE COMPANY

- Exploration and production subsidiary of international energy company.
- Broad portfolio of international agreements, some as operator.
- Well financed and strongly committed to growth.

## THE POSITION

- Play leading role in complex international negotiations, co-ordinating commercial, legal and technical support as necessary.
- Continue development of acquisition strategy, in conjunction with Exploration Department.

## QUALIFICATIONS

- Age 35+, bright graduate with well proven commercial skills.
- Sound technical or commercial background in upstream industry, plus minimum five years in international negotiations with an oil company.
- Used to working in multi-cultural environment, skilled in developing relationships. Good communicator.

Please reply in writing, enclosing full cv.

Reference: L3622

54 Jermyn Street, London, SW1Y 6LX



NBS SELECTION LTD - a Norman Broadbent International associated company  
 LONDON 071 493 6992 • BIRMINGHAM 021 233 4656 • SLOUGH 0753 819227 • BISTOL 0272 291142  
 GLASGOW 041 204 4334 • ABERDEEN 0224 638080 • MANCHESTER • 0625 539953

## CHIEF EXECUTIVE

## Scientific Equipment Manufacturer

Western Corridor

£55,000 plus, neg., equity options and substantial incentives.

Rapid growth and acquisition has created an exciting new opportunity in this sub-group of a UK PLC - a well-financed organisation with market leading products.

Reporting to the Group Chief Executive, you will adopt full, autonomous operational responsibility for several profitable, well-established businesses with total annual sales exceeding £15 million. Your initial focus is likely to be on refinement and progressive change in manufacturing to meet growth objectives with the parallel development of a sustainable, supportive quality culture.

A strongly goal-centred and performance-driven graduate, aged up to 45, you'll possess a rare mixture of experience and personal qualities. Foremost

will be demonstrable evidence of your instigation and successful management of change in a similar manufacturing environment. This will have been largely achieved through your exceptional people-management skills, strong strategic and tactical business leadership and outstanding communication abilities - coupled with an in-depth knowledge of modern manufacturing systems and techniques.

Rewards and career progression for the right individual are expected to be equally exceptional.

Please write in the first instance, quoting reference number RM 0922 to: The Chairman, RMA, 44 Wellington Street, London WC2E 7DJ. Absolute confidentiality will be maintained.

**R.M.A.**  
 limited

## MAJOR ACCOUNTS MANAGER

## International Telecommunications

Paris Based

£35,000-£40,000 OTE

Our client is a division of the major French telecommunications organisation which markets and sells a full range of services throughout the private sector. Whether through optical fibre, submarine cables, satellite or microwave links for voice, data, text and image transmission, our client fulfils the communications needs of major international customers by utilising the services of in-house experts throughout the group.

Your role will be to develop worldwide major account management specifically within the financial services sector. Ideally a graduate in electronics engineering or IT related subject and aged 30-40, you will have a minimum of five years technical sales exposure gained in a hi-tech environment, preferably in the telecommunications sector. A profile which includes at

least two years of international telecommunications experience would be particularly advantageous.

You should also have a good knowledge of spoken and written French sufficient to attain fluency quickly and the drive, determination and potential to take advantage of the opportunities created within this fast moving organisation.

A second very similar post is available in Paris for a French candidate.

Please apply in confidence, giving concise career, personal and salary details to Brendan Keenan, quoting Ref. 1.083.

Egor Executive Selection  
 58 St. James's Street  
 London SW1A 1LD

**EGOR**  
 EXECUTIVE  
 SELECTION

United Kingdom • Belgium • Denmark • France • Germany • Italy • Netherlands • Portugal • Spain • Switzerland

## National Sales Manager - Hospital Products

Initiative, ambition and a desire to be the best

package c.£35,000

Thames Valley

**EAMES • JONES • JUDGE • HAWKINGS**  
 PERSONNEL CONSULTANCY • SEARCH • SELECTION • MANAGEMENT CONSULTANCY

To spearhead the national sales force of a fast-growing international healthcare company, our client is looking for a Sales Manager with the presence and expertise to make an immediate impact in its pharmaceuticals division.

With responsibilities covering the UK and the Republic of Ireland you will set ambitious targets and manage two small, but enthusiastic teams of territory representatives separately promoting pharmaceutical and surgical products. The company's matrix management style provides a main reporting line to the Marketing Director and frequent contact with the Managing Director.

You'll need a sound grasp of key issues and the personal and commercial skills to respond swiftly and effectively in this results-oriented, customer-focused organisation operating in a highly competitive market-place. Anticipated changes in the management team identify the next career step for a high achiever. Of graduate calibre, you must be highly-motivated, flexible and ambitious. Currently a regional sales manager hungry for your next challenge, you must have pharmaceutical industry experience and be able to demonstrate a track record in team management.

If you have the expertise to make an immediate impact, send your cv to John Hawkins, Eames, Jones, Judge, Hawkins, 29 High Street, Welwyn, Herts AL6 9EE. Telephone: 0438 840884.

## REGIONAL SALES MANAGER

PRE-PRESS INDUSTRY MIDLANDS

c.£38K OTE

plus car and large company benefits

**HOBBS**  
 CONSULTANCY LIMITED

The revolution in pre-press technology continues unabated, largely led by our clients. They have automated and transformed the quality of imagesetting and colour reproduction beyond imagination. Consequently, their state of the art products, systems and consumables, coupled with their expertise in combining photographic and electronic technology are in great demand.

To help meet that demand and as a direct result of internal promotion and company expansion, a new Regional Sales Manager is required to exploit the massive potential of their Midlands region.

It is essential that you possess the necessary sales and management skills to manage a multi-disciplined sales and support team, plus the business acumen to maximise profit, ideally gained in a closely related organisation.

Of equal importance is a successful track record in selling or managing sales, dealing with major accounts in pre-press/reprographics, commercial printers, publishers or the print divisions of major corporates.

This challenging appointment offers superb long term prospects, starting with an excellent salary package which includes a high basic, company car, private healthcare, a valuable pension and other benefits.

In the first instance, call Terry Hobbs on 081 460 5800 - Sunday between 5pm and 8pm or during normal office hours. Alternatively, write in confidence enclosing a full CV to Ref. ST43, The Hobbs Consultancy Limited, PO Box 177, Bromley, Kent, BR1 3WJ. Fax 081 290 0913.



071-481 4481

## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

## Marketing Manager

## Consumer Business Unit

Apple Computer is an outstanding success story in the computer industry. Renowned for its easy to use personal computers, the Company is now branching out into new technology products for many markets. An important recent development is the creation of a Consumer Business unit, which will extend Apple's business beyond its traditional distribution channels and into mainstream retail outlets.

Based at our U.K. headquarters near Heathrow, the unit now requires a Marketing Manager to define marketing strategy, manage new brands and develop marketing relationships with major retail partners. Working in close co-operation with European colleagues, the role will also involve implementing marketing programmes, managing market intelligence and PR activities.



Apple Computer

The Apple logo is a registered trademark, and Apple is a trademark, of Apple Computer, Inc.

£40,000 + car

The individual we seek is a graduate aged under 30 with around 5 years experience of marketing in both consumer electronics and information technology. An open-minded, flexible approach is essential as the new business unit is small and rapidly evolving. Commercial awareness is just as important as pure marketing expertise and people management skills are also desirable.

A basic salary of around £35,000 is envisaged, with on-target earnings of £40,000, a fully expensed company car and comprehensive range of benefits. Applicants are invited to submit a c.v. to our advising consultant, David

Abbott at David Abbott and Partners, 65 High Street, Marlow, Bucks. SL7 1AB, quoting reference JSPD. Alternatively, fax it to him on 0628 486221 or telephone 0628 481888 if you require further information.

## Product Marketing Manager

## Portable Range

Renowned for its easy to use personal computers, Apple Computer is now branching out into new technology products for many markets. The recent formation of market-focused business units has accentuated the need for the rapid communication of product information, and the U.K. product marketing team works closely with European and American colleagues to provide a relevant, timely product marketing service.

Since its launch 9 months ago, the PowerBook<sup>®</sup> has achieved 12% market share, accounts for a significant part of U.K. business in unit terms and is a key component of our success. We now require a Product Marketing Manager to take responsibility for product strategy, pricing, business development, promotion, life-cycle management and business analysis.

Based near Heathrow, the role requires an individual



Apple Computer

The Apple logo is a registered trademark, and Apple and PowerBook<sup>®</sup> are trademarks, of Apple Computer, Inc.

c. £40,000 + car

with first class business marketing skills, a good understanding of R.C. technology and ideally, portable products. Their experience should have provided them with a vision of how the portable market is likely to develop. Candidates should be in their early 30's with a degree and, probably, further business training. They should be mobile, naturally communicative and possess well developed influencing and negotiation skills.

A salary of around £40,000 is available with a fully expensed company car and the range of benefits to be expected from a major international corporation.

Applicants are invited to submit a c.v. quoting reference JSB to our advising consultant, David Abbott at David Abbott and Partners, 65 High Street, Marlow, Bucks. SL7 1AB, fax it to him on 0628 486221 or telephone 0628 481888 if they require further information.



EAST BIRMINGHAM COLLEGE

## COLLEGE ACCOUNTANT

£27,201 - £29,703

Required from 1 September 1992, or as soon as possible afterwards, to help us prepare for independence from the local authority and corporate status in April 1993, and to provide the accountancy function to the college thereafter. You should hold a professional accountancy qualification and have at least three years post-qualification experience in any sector.

Application forms and further details are available from the Personnel Department, East Birmingham College, Garrold Green Lane, Birmingham B33 0TS. Tel: 021 743 4471.

Closing date 24th July 1992.

The City Council welcomes applications from all sections of the community, irrespective of race, colour, gender, sexuality or disability. Job sharers welcome, no partner necessary.

## CHANNEL ISLANDS FINANCIAL SERVICES SOFTWARE

One of the brightest prospects for the 90's, our Client has already established a worldwide customer base for their on line multi currency financial accounting, banking, portfolio management, trust & company management and unit trust administration systems.

Reporting directly to the Managing Director, two key senior appointments will now be made to help ensure their continued expansion, profitability and success.

## Marketing &amp; Sales Manager

An inspirational motivator and leader by example. Basic £35-40k + commission, car and benefits.

To plan, control and manage marketing and sales activities worldwide to increase the profitable revenue stream against agreed Company strategies and objectives.

Candidates must have proven success over at least 10 years in marketing and sales of IT (including software) to the financial services sector. At least 5 years in management is required and overseas experience is seen as advantageous.

This position carries an individual quota in addition to team revenue responsibilities. It is essential that candidates still possess the ability and desire to sell as well as manage.

Well composed career resumes (4 pages max) should be posted to Bob Bower who is advising on these appointments. Please avoid telephone or fax at this stage.

**BOWER & COMPANY**

HUMAN RESOURCING INTERNATIONALLY

## Production Manager

A first class "hands on" leader.

Basic £30-40k + bonuses, car and benefits. To plan, control and manage the development and production of software to Company objectives, specifications and time frames.

Candidates will have excellent technical and analytical skills which will include CASE tools, i.e. structured methodologies, open systems, COBOL, C, and other languages. AS400 experience most advantageous.

They will have developed software products for the financial services market with a "financial" end user or a specialist software house/systems integrator. At least 10 years experience is required including 5 in senior management within software development.

**BOWER & COMPANY**  
36 ESSENDEN ROAD, SANDERSTAD  
SURREY CR2 0BU  
TELEPHONE 081-657 3564  
FAX 081 651 4754

## SALES DIRECTOR

## FMCG Contract Manufacturer

Central England Neg c£45,000 + Car

Our client, the key division of a well known international group, has a long established and leading position within its market sector. This is a manufacturing service business, creating and supplying retail own label products and manufacturing for blue chip brand marketing companies.

A board appointment, reporting to the Managing Director and leading the sales team, you will be responsible for business generation from existing and new customers and have close involvement with new product development. It is a high profile, demanding role, working within a competitive industry.

Of graduate calibre and probably aged 35-40, you will have extensive experience of working with the major UK multiple retailers - grocery, chemist - and fast moving consumer brand companies. A background in food, drink, toiletries or cosmetics would be appropriate. You will be commercially tough but client service aware, tenacious but capable of entrepreneurial fast response, a team leader and motivator with a strong personal presence.

Candidates should send a CV, with details of current salary, quoting ref: 441 to HRS Hanover, 28 Conduit Street, London W1R 9TA. Tel: 071-491 1875 Fax: 071-495 0467.



HANOVER

## ビジネス開発エグゼクティブ募集 - 工業用潤滑油関係 (イギリスに本社を置く世界的メーカー)

当社は英国に本社を持つ潤滑油の専門メーカーです。英国では金属加工油、自動車潤滑油、一般産業用、そしてその他の多くの産業部門へと広い範囲に渡る各種潤滑油を生産販売しています。

イギリス国内の日系の会社への販売サービスの質を常に改善してゆくのが当社の方針で、イギリスに工場を持つ日系会社開発の特別任務としてビジネス開発エグゼクティブを募集しています。

ビジネス開発エグゼクティブとしての第一目的は、顧客である日系製造会社の責任者と豊かな人間関係を築きあげることです。そうすることにより、英国内における当社の売上成長を助長し、販売サービス向上につなげる事です。

就任者は直接当社の顧客であるエンジニア、技師、メインテナンス担当者や仕入担当者との営業/テクニカル・エンジニアリング/潤滑油について自信を持って且つ綿密な会話のできる能力が必要とされます。年齢は特に問いませんが、工学系の出身者で、理論上や実務上において産業で使用されている製造工程テクノロジーを十分に理解できる必要があります。

英語と日本語の両国語において高度な読み書きと会話のできる能力が必要条件となります。就任者は自信のある人格で、両国語におけるコミュニケーションに精通し、対人関係においては際立った人間味に富んでいる必要があります。

就任者は当社の営業やマーケティングチームの一員として働き、プロダクション・エンジニアリング・マーケティングの責任者であるマーケティング部長に直接リポートすることになります。

工業用潤滑油と金属加工油の知識があれば尚良いが、必ずしも必要としません。会社報酬を教えてください。

会社の車、年金制度、必要であれば引っ越し手当等の給付を含む給料促進いたします。

応募者は履歴書と現在の給料の明細書を英語で下記宛にお送り下さい。

Debie Wade, Human Resources, Castrol (UK) Ltd, Burnham  
Castrol House, Pipers Way, Swindon, Wiltshire SN3 1RE.

## STRATEGIC LAND MANAGER

£substantial

Reporting to the Group Managing Director of one of the most profitable and respected housebuilding plc's this is a key job in the industry. The group has a large land bank, strategic land holdings and low gearing. It operates throughout mainland Britain.

Candidates ideally 35 to 45 will have impressive track records. Besides experience of planning they will be commercially astute, able to bring existing holdings to fruition and to acquire new reserves. They will require diplomatic but positive personalities to deal with senior people both within and outside the company. An initiator and self-starter is required.

Salary will not be a bar to the desired appointment. Other benefits are excellent. Midlands location.

Please reply in strict confidence giving details of experience, age, qualifications and present salary quoting Ref: 1163. No information will be divulged to our clients without your permission.

## CB-Linnell Limited

7 College Street, Nottingham NG1 5AQ.  
SEARCH & SELECTION CONSULTANTS  
NOTTINGHAM : LONDON

MAJOR INTERNATIONAL FOOD COMPANY  
NATIONAL SALES MANAGER

c£40K + Bonus, Quality Car &amp; Benefits Package

Southern England

Rarely does this highly successful, internationally-renowned food manufacturing company recruit externally at this level. Their success has come from investing in brands and people; building on core business, identifying and exploiting new growing product areas.

Recent acquisition and substantial investment in their chilled food product range, have created the need for an individual of the highest calibre to head up the sales function and who will demonstrate the potential to progress within the organisation.

The prime role is to be involved personally in further developing distribution in retail multiples and food service, together with leading a team of account management and field based sales people selling added value, tailor made products and concepts.

Suitable candidates are those aged 30/40, of graduate calibre who have experience in chilled/deli/cassess markets and who will have established a senior level of contact with major grocery retailers in chilled foods and delicatessen buying. The position demands a high profile, results-orientated personality with excellent communication skills.

The opportunities for career development within the U.K. and worldwide are unlimited.

Please send your current c.v. together with a letter outlining key achievements and suitability for the role and quoting reference JLL/3404, to Jill Lye, Illingworth and Associates, Executive Search and Selection Consultants, PO Box 16, Ashbourne, Derbyshire DE6 1XJ. Tel: (0335) 300445/300020. Fax: (0335) 300168.

All applications are treated in confidence.



Illingworth

OFFICES IN HUNGERFORD &amp; ASHBORNE

FOUNDER MEMBER

MANAGEMENT CONSULTANTS

## INFORMATION SYSTEMS, OXFORDSHIRE CENTRAL INFORMATION SERVICES SUPERVISOR

Salary ca £30,000

Our client is a growing organisation providing services to the energy industry. The Company is dedicated to total quality and safety and is investing in a state of the art Information Systems Department to give full support to the Company's employees in assisting them in meeting the Company's objectives.

A new computer-based document management system is being implemented and the accurate management of information and its input is critical to the success of this project and the Company as a whole.

We seek a Central Information Services Supervisor to establish and lead a team to provide a first class document handling and library service. This position liaises with the user departments ensuring that systems are suitable to their needs.

Candidates will have experience with managing automated information or document systems and have hands on experience in records management. Computer literacy is essential. Leadership and management skills and excellent interpersonal and communication ability are required.

If you believe that you have the skills and experience to have a significant impact on the company, please reply in writing to:

Fiona Crawford  
NED Management Consultants  
7 Old Park Lane  
London W1T 3JY  
Telephone: 071 495 8900  
Facsimile: 071 495 2654

## REGIONAL SALES MANAGER (SUPPLIES)

Pan Graphics is one of the leading Companies operating in the printing equipment, supplies and reprographic materials market. We require a highly motivated individual to manage and develop our existing sales force and sales operation in London and South East Region. The successful candidate must be able to demonstrate a track record in motivating and organising a large sales team. Experience within the printing supplies and reprographic materials market is not essential. OTE £25K plus company car. Please write enclosing c.v. to:

J.F. Hamilton,  
Pan Graphics Industries Ltd,  
Ridgeway House, East Lane,  
Wokingham, Wiltshire, RG40 7PB.

## Move into Computer Consultancy

INTECO is an international consultancy, whose clients include all the major computer companies in the world. Ideally, you are a graduate in your first job with a computer or network company, a software or systems house. You have strong writing skills & are earning around £20K. At INTECO you will be involved in the analysis & forecasting of markets for mid-range systems & networks. Language skills are an advantage. Send CV to: Sarah Roberts, INTECO, Victoria Gate, Chobham Road, Woking, Surrey GU24 1JD.

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All Barclays employees must comply with the high standards set in our ethical and trading Code of Practice.

## NEW GRADUATES

CITEC is the UK Market Leader in PC training for business. We have a number of opportunities for graduates, of any discipline, on our graduate training programme in Birmingham.

Applicants must be very well presented, enthusiastic and keen to learn and able to demonstrate a teaching aptitude through existing communication skills. A three month training programme will develop your knowledge of software applications, and establish the necessary teaching techniques. After training, opportunities will exist in Birmingham, Glasgow, London and Manchester.

Salary will be a minimum of £11,000 with good prospects after completing training. Other benefits include good holiday entitlement, profit sharing and sponsored pensions.

Please send a written application with full cv to:

MRS PERMINDER BATH  
PERSONNEL OFFICER  
CITEC LTD  
CIVIC HOUSE  
156 GREAT CHARLES ST  
BIRMINGHAM  
B3 3EN  
(No Agencies please)



## Club Secretary

St George's Hill Lawn Tennis Club

Weybridge

## THE CLUB

◆ Long established and well respected.  
◆ 2000 members. Excellent facilities for tennis, squash and entertaining, with plans to build indoor tennis courts.

## THE POSITION

◆ Manage smooth running of the Club including grounds, buildings and catering. Control financial, administrative and computer systems. Lead and motivate team of 15 staff.  
◆ Work closely with Chairman, act as secretary to Management Board and committees.

◆ Establish good relationships with Club members and outside organisations such as The Lawn Tennis Association.

## QUALIFICATIONS

◆ Proven management and leadership skills. Financially competent, computer literate.  
◆ Presence and authority, good communicator, socially aware, articulate and intelligent.  
◆ Genuine interest in sport, ideally including tennis and squash.



Please reply in writing, enclosing full cv, Ref: L2513  
NBS Selection Limited, 54 Jermyn Street, London, SW1Y 6JX.  
Tel: 071 495 6392 Fax: 071 405 1786



LIFE & TIMES THURSDAY JULY 9 1992

071-481 4481

# EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

## SENIOR PROJECT MANAGER

*The catalyst to deliver an integrated, global Electronic Mail system.*

£40-45K + car

A recognised force and market leader in the field of international telecommunications, our client has achieved substantial growth through their commitment to technical innovation and commercial success.

The increasing complexities of managing communications in a worldwide market have led to a drive from the highest level to increase Company effectiveness by implementing a truly global electronic mail service.

A Senior Project Manager is required to communicate effectively the planned benefits of the service to the customers. Building on the achievement of a successful pilot project, you will be responsible for the delivery of a homogeneous solution that integrates both existing and new systems, and meets local as well as corporate requirements. You will be liaising at the most senior levels, leading a high calibre technical team, to ensure that the project is implemented on time, to specification and within budget.

This challenge demands a pro-active, hands-on professional who can manage the people, the budgets and the change of culture required to turn a major investment into readily acknowledged results. Involving substantial worldwide travel, the role demands energy, enthusiasm and commitment. Probably still in your early to mid 30s, and with at least five years' major IT project management experience ideally in an international environment, you will already have an impressive track record and are now ready for a major advance in your career.

Salary will be £40-45,000pa plus car and comprehensive benefits. Career prospects within the group are outstanding.

In the first instance, please post your full CV to Kevin Warren at Stafford Long & Partners Recruitment Ltd, 12-14 Whitfield Street, London W1P 5RD. Tel: 071-255 3200. Please quote ref: 5500.

STAFFORD LONG & PARTNERS

## Think about the NHS...

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MANAGERS  
SALARY £25 - 30K  
+ BENEFITS

... we have

The NHS has entered a time of great reform, and radical changes are taking place. It is now even more essential that the health service operates as a commercially astute business, guided by top calibre professionals.

That's why Trent Health and Yorkshire Health developed a new initiative in 1991 to attract managers from outside the NHS. This took the form of a 2 year Executive Development Programme to develop individuals to fill top management posts in both Regions. The success of this initiative and our desire to complement our pool of talent has prompted another recruitment drive.

Our highly complex business demands professionals from all backgrounds, including general management and the major business disciplines. Most important of all is your sound management ability and your capacity to thrive on challenge, together with your keenness for career development in a new direction and positive reasons for a career move. You must have an expectation to be a top General Manager with the ability to operate in a corporate environment.

The EDP will provide you with a high level of support and some of the most sophisticated development methods found in any organisation. This involves workshops, learning sets, conferences, networking activities, mentoring support, self management, close links with a centre of academic excellence, and the opportunity to integrate with Senior Health Service Managers on similar management development programmes.

As you would expect, the rewards are high and include unlimited career opportunities with one of the world's largest employers, complemented with a salary from £25K - £30K and other variable benefits. The scheme is scheduled to begin in January 1993.

For an information pack and application details telephone 0423 500066 and ask for the EDP Hotline between 8am - 5pm. Or if you are unable to telephone write to the EDP Office, The Queen Building, Park Parade, Harrogate HG1 5AH. Closing date for applications is 31st July 1992.

EDP  
Executive Development Programme



Both Authorities Aim To Be Equal Opportunities Employers

Trent Health

## O.R. PROJECT MANAGER

Management Consultancy with a unique operational and strategic challenge

c. £28,000 pa + car

Gatwick

BAA plc is the world's leading international airport group. We own and operate seven UK airports accounting in total for some 73% of passenger traffic and 84% of air cargo. With developments such as Heathrow's proposed fifth terminal involving potential investment of around £800 million, we need to ensure that existing and future facilities are operated to maximum efficiency.

Our Operational Research team play an important role in identifying the form and scale of the infrastructure changes needed to handle air transport growth well into the 21st century. The team has an excellent reputation for applying a range of analytical skills, particularly in computer modelling and simulation for major development projects.

There is now an opportunity to introduce new approaches to improving the organisation and management of staff and facilities. You will combine "hands-on" responsibility for delivering tangible results with the ability to contribute to projects of strategic importance, ensuring that the solutions you recommend achieve greater efficiency

whilst continually improving our service to customers.

We require an innovative, analytical professional with excellent communications skills and who has a structured and practical approach to problem solving. You should ideally have proven expertise in the development of decision-support tools and mathematical modelling.

Additionally we are looking for individuals to work for us on a one year consultancy basis.

Please send your CV, stating your current salary package, to Brian Miller, Personnel Department, BAA plc, Masefield House, Gatwick Airport, West Sussex. RH6 0HZ.

BAA  
The world's leading international airport group.

## General DataComm

World class networking

A Leading supplier of WAN's to many of the UK's "Blue Chip" Domestic and Multi-national Companies, GDC are poised to further strengthen that market leading position as they move into the mid-90's.

Significant new business opportunities now exist as a result of Frame Relay enhancements to their core products and strategic OEM partnerships in fields as diverse as ISDN and Bridge/Router Technology.

To maximise their success, GDC have invested heavily in training and the personal development of their UK workforce, and now seek to strengthen it further by the appointment of experienced personnel with specific expertise in the WAN/LAN Integration Arena.

All positions carry excellent remuneration and benefits packages, as befits both GDC's standing in the market and the importance of these new appointments.

### PRODUCT MARKETING MANAGERS

These positions carry significant "Sales Focus" as Business Managers responsible for the revenue generated by their products. Their activities will range from the provision of marketing support for the sales channel to extensive customer contact and participation at seminars, presentations, etc.

A strong background in high speed TDM's/WAN's, ideally augmented by recent Frame Relay technology and multi-media LAN connectivity, is essential for the successful candidates.

A separate position exists within the FIRST CONNECT Division for a Marketing Manager specialising in PC connectivity products, whose background will have been in OEM access/modem products marketed via catalogue sales.

### ACCOUNT MANAGERS - UK WIDE

With a minimum of 2 years experience in selling solutions within the WAN/LAN integration environment, the successful candidate will be able to demonstrate a track record of new business development within existing and competitors Accounts, by way of innovative and aggressively focused Sales Campaigns. These skills should be coupled with a solid awareness of the benefits of current technologies when applied to communications networking applications.

Please contact their retained consultant, Alan Roach on 0753-857181 or write to him at Strategic Selection, Mountbatten House, Fairclares, Windsor, Berks SL4 4LE. Fax: 0753-860886.

Strategic Selection

A SINGLE SOURCE, THE COMPLETE SOLUTION

## E&S RETAIL LTD

### Logistics Planning Manager

Circa £30k Package + Car  
Oxon

E&S Retail Limited is the result of a recent merger between the retail arms of Southern Electric and Eastern Electricity and represents a major £175m business. With over 2,000 employees, two fully automated warehouses and around 230 retail outlets covering Southern and Eastern England, we are set to become one of the UK's most significant electrical retailers.

Our new Headquarters have now opened and we need the high profile contribution of an experienced logistics professional.

Reporting to the Operations Director, you will be responsible for both strategic and tactical planning and for the implementation of projects, as an active team member. Additionally you will provide specialist support to the senior operations management team and carry line management responsibility for the fleet engineering function.

It's an opportunity to make an important impact on an exciting new business. To succeed, you'll need a degree qualification supported by an appropriate professional qualification. Your wide ranging background should have included experience of multi-site projects spanning all or some of the following areas: warehousing, distribution, delivery and fleet engineering.

During this time you have been effective in implementing major change in an organisation of similar size and complexity. First class management and leadership skills are equally important as is a high degree of financial and commercial awareness.

This is a genuine development role offering real opportunities for career progression. As such, a highly competitive salary is on offer supported by a range of company benefits.

To apply, please send your CV to Nigel Burnett, Director of Personnel at E&S Retail Limited, Power House, Talisman Road, Bicester, Oxon OX6 0JX. Tel: 0869 322788.

EASTERN ELECTRICITY

SOUTHERN ELECTRIC

## Information Builders (UK) Ltd

### CORPORATE SALES

NORTH LONDON circa £70,000 OTE + car

Information Builders (UK) Ltd is a wholly owned subsidiary of Information Builders Inc. - New York. Formed in 1976, IBL's worldwide turnover in 1991 was in excess of \$200 million with an installed base of over 8000 customers. FOCUS, the world's most widely used 4GL and market leader is now available on over 30 platforms, including 19 different Unix versions.

Continued growth and innovation, and the imminent release of a significant new product, has led to the creation of a new role for a Corporate Sales Executive. Working within the New Business Group you will be tasked with identifying, developing and closing high value software sales opportunities within the Times Top 1000 corporate marketplace.

Aged 27 to 35 and ideally degree educated, or equivalent, you will be able to substantiate a track record of 100% + performance over the past 3 years gained in competitive new business sales within the corporate environment. You should currently be working for another leading vendor in the Client/Server, 4GL, RDBMS or EIS/MIS arenas. An excellent base salary with an attractive range of benefits, awaits the successful applicant.

For further information please contact our advising consultants, Raj Kapoor or Nick Davenant, at KDRC today between 11:00am and 5:00pm on 081 758 1239.

Alternatively post or fax your CV to KDRC I.T. Recruitment Specialists, 1st Floor, Grove House, 551 London Road, Isleworth, Middlesex. TW7 4DS - Fax No: 081 758 1065.

FOCUS EDA/SQL LEVEL5

## ELECTRONICS - COMPUTERS - COMMUNICATIONS SAUDI ARABIA

### General Manager Tax Free + Bonus c£40k

Salary will be no barrier for the right person

Our client is a wholly owned subsidiary of a major prestigious group which undertakes diverse industrial activities and employs top professional managers. In addition to marketing and servicing world famous electronic, computer and telecommunications equipment, the company has substantial involvement in the maintenance of industrial electronics, process control and data systems projects.

They currently seek a "hands-on" General Manager to lead them into the next successful stage of their development. Key tasks will be the expansion of the company into complementary activities, the effective monitoring of all aspects of this company's business, improving cost management and the co-ordination of all marketing activities across the Kingdom.

Aged 35-50, you will have a proven track record at senior management level in a similar business, including significant experience of both marketing and business development. Strong financial acumen and negotiating skills must also be combined with competence in cost controls and systems. Previous Middle East experience will be an advantage. Excellent benefits include profit share, free furnished accommodation, paid home leave, company car, health cover, married or single status and six weeks leave per annum.

Regional Manager Tax Free + Bonus c£32k

Reporting to the GM your tasks, responsibilities and experience required are similar to those listed above.

Please send full CV by 12 July, including your reasons for applying, to John Steeds at:-

## Anglo Arabian Services Limited

International Recruitment Consultants  
London Office: 20-22 Old Broad Street, London EC2A 4DP. Tel: 071 492 6077 Fax: 071 492 4250

## Travel Manager

London based c. £30,000 + benefits

Our client, one of the most prestigious Investment Houses, provides an in-house travel office to service the needs of its professionals who travel extensively around the globe, often at short notice.

Working in a service orientated, extremely demanding and pressurised environment, the successful candidate will have full responsibility for managing and directing a large department responsible for high volume turnover involving numerous itinerary changes and last minute ticketing facilities, in addition to negotiating the most competitive terms on behalf of our client.

Candidates, ideally members of the Institute of Travel Management, should have extensive "hands on" experience within the travel industry coupled with excellent managerial and interpersonal skills.

The position offers an exciting challenge in a unique environment.

If you are interested, please send your curriculum vitae in strict confidence, listing separately any companies to which your application should not be sent, to: Geoff Selby (Ref. GR/20), Vine Potterton Limited, 152/3 Fleet Street, London EC4A 2DH.

VINE POTTERTON  
RECRUITMENT ADVERTISING





Please send a detailed CV, indicating which post you are interested in, to our recruitment consultant: Steve Higgins, PA Consulting Group, Number Two Blythswood Square, Glasgow G2 4AD. All replies will be acknowledged.

## The logo for MAXAT, featuring the word "MAXAT" in a bold, sans-serif font. Below the text is a stylized graphic consisting of a cluster of black dots of varying sizes, arranged in a roughly triangular shape pointing downwards and to the left.

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REPLIES  
SHOULD BE  
ADDRESSED TO:  
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**CHUSID LANDER**  
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**REDUNDANT EXECUTIVE  
MANAGING DIRECTORS:**  
£250,000 to be guaranteed from  
own company/ty. 12 month  
contract available from 30th  
June 1992

For full information heli:  
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071 839 6555 (London/S.East)  
0703 211600 (South/S.West)  
021 585 5721 (N.Ireland)  
091 232 7078 (N.East)  
061 832 0107 (North)  
0383 736791 (Scotland)

We are a United States based electronic component manufacturer seeking a Regional Sales Manager to market sales of our products in the U.K. and Continental European audio, telecom, computer and datacom markets.

Responsibilities include motivating and training distributors and sales representatives; developing and achieving sales forecasts for key accounts in the region; aggressively grow and develop our business through expansion of existing accounts, as well as new account development. Based in U.K.; extensive travel required.

Our ideal candidate will have 5-10 years experience in electronic component sales. The majority of this experience should be in the audio/sound market. German language proficiency a plus.

For consideration, please submit resume and salary history to:

Coopers & Lybrand Executive Resourcing

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<b>BRISTOL</b>	<b>0272 308669</b>	<b>MAIDENHEAD</b>	<b>0628 21015</b>
<b>CULDERHEAD</b>	<b>0463 33555</b>	<b>NOTTINGHAM</b>	<b>0602 48452</b>

# Sales Manager Voice Processing



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071-481 4481

## GENERAL APPOINTMENTS

FAX 071-782 7826

15



## Personnel Adviser

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- 26 schools nationally, 18,000 pupils, steady growth in numbers.

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- Senior wide ranging appointment, advising schools' Heads and other managers.
- Responsible for personnel policy, employment terms and conditions, payroll, pensions and staff records.

- Day to day management of Central Office of 50 staff.

**QUALIFICATIONS**

- Extensive track record in general personnel management, preferably gained in a professional environment with significant number of staff.
- Graduate, IPM qualified, aged 35-50, computer literate.

Please write, enclosing full cv, Ref L3639  
54 Jermyn Street, London, SW1Y 6LX

NB SELECTION LTD - a Norman Broadbent International associated company

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## Administration Manager

(Human Resources)

Central London

To £24,000 + Car

Our client, a leading professional practice with strong representation both in the UK and worldwide, is looking to recruit an experienced administrator to its Human Resources department.

Supported by a small team of administrative and secretarial staff, the successful applicant will have responsibility for the day to day management of the department. Specifically this will involve the production of headcount schedules, assisting senior management with the administration of a nationwide salary survey and liaison with time accounting, salaries, pensions and car scheme departments. Additionally there will be an ongoing responsibility for the

updating and creation of new policies and procedures for administration areas.

Applicants should have demonstrable experience of computerised systems. They should be graduates with a high degree of numeracy, possess excellent verbal and written communication skills, a willingness to contribute to the team spirit of the department and be able to work in a confident, dependable and discreet manner.

Please write enclosing a detailed curriculum vitae with salary details and quoting reference JC405 to Jeff Cottrell, Ernst & Young Corporate Resources, Becket House, 1 Lambeth Palace Road, London SE1 7EU.

**ERNST & YOUNG**

### RESEARCH ASSISTANT PERMANENT COMMITTEE ON GEOGRAPHICAL NAMES FOR BRITISH OFFICIAL USE

The Committee has a vacancy for a graduate Research Assistant (British). The Secretary of the Committee conducts research into geographical nomenclature, advises official bodies and prepares publications. The work requires a combination of linguistic and geographical knowledge.

A familiarity with maps is essential, preferably coupled with a reading ability in at least one non-roman script. Experience with word and data processing (Locoscript) would be an asset.

The successful candidate will need to possess intellectual and practical adaptability, good communication skills, and the ability to work with initiative in a small office.

The starting salary is £13,378 pa, rising to a possible £21,775. Application forms are available by writing to The Secretary, PCGN, c/o The Royal Geographical Society, 1 Kensington Gore, London SW7 2AR. The closing date for the return of completed application forms is Friday, 7th August 1992.

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### SENIOR EXECUTIVES AND PROFESSIONALS Wishing to work as INTERIM MANAGEMENT or CONSULTANTS should send your CV to Box No 9185

### HIGH ACHIEVERS

I need 2 to 3 serious business men and women to help in the expansion of a large overseas corporation Nationally and Internationally.

Need to be self-motivated, professional with a desire to be financially independent.

Send CV to Peter Henley-Baker  
London House  
100 New Kings Road  
London SW6 4LX

### DIRECTOR OF PHYSICAL RESOURCES

The University has created a new post of Director of Physical Resources, who will be responsible for the management of the University's estate and buildings and a range of associated services. The University is undergoing fundamental change and is planning to use its plant more intensively; this will necessitate exceptionally high skills in the project management of its physical resources and offers an exciting challenge to a suitable candidate. The director will report to the Vice-Chancellor on all matters concerned with the University's estate, its buildings and their furnishings, and a number of central services, including portering, security, cleaning, transport and telecommunications. The person appointed will serve as a member of the Vice-Chancellor's senior management team.

Applicants must be graduates or hold a relevant professional qualification, and must have a sufficiently wide range of experience at senior management level, preferably but not necessarily in higher education, to enable them to oversee the activities and to contribute to planning and policy making in all the areas of responsibility.

The salary of the post (ALCS Grade 6), will be commensurate with the importance the University attaches to the appointment. It will not be less than £30,000 per annum, but could be significantly higher for an outstanding candidate.

Further details and application forms may be obtained from the Staffing Officer, University of Ulster at Coleraine, Cromore Road, Coleraine, Co Londonderry BT52 1SA (telephone: (0265) 44141, ext 4348).

Please quote reference number: C92/190.

Closing date: 22 July 1992.

An equal opportunity employer. The University welcomes applications from all sections of the community, from men and women and from those with disabilities.

**University of Ulster**

### HEADHUNTERS RESEARCH EXECUTIVE

Highly successful search firm in the City seeks research executive.

Ideal candidates will have a good university degree and two or more years experience in the financial markets. He or she will be aged 24-29 and have considerable initiative and enthusiasm.

Please write to

Baines Gwinner Limited, 1 Founders Court, London EC2R 7HD  
or telephone Sue Hutchings on 071-600 1414

### AN OPPORTUNITY IN TELEPHONE SALES

A leading national newspaper is looking for full time Telephone Salespeople to work in its busy Classified Advertising Department. (Hours include some Saturdays 9-1pm). Previous telephone sales experience an advantage along with good spelling, basic typing and good communication skills but full training will be given. If you think you can work in this lively, fast moving environment then please reply to box number 9314 or telephone 071 782 7993

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### ESTABLISHED UK TRADING COMPANY REQUIRE C.I.S. MARKETING SALES MANAGER

This position with the company will be on a permanent basis for a contractual period of three years from September 1992 until 1995.

The applicant must have a comprehensive knowledge of the trading position in a majority of the old/new Russian states, and have previous experience with EEC trading companies for at least two years. References from both EEC trading and Russian companies are essential including a history of performance. Existing trading courses which are transferable will be an advantage to the applicant. It is essential that the applicant is fluent in English and Russian, and other languages would be an advantage.

The applicant must be unencumbered in order to travel worldwide on company business.

All applications to be sent to Box No 9202

Box No Dept

Times Newspapers

PO Box 484

London E1 9BL

And must be received by July 31st 1992.

### EXPERIENCED SALES EXECUTIVE

Required to join busy audio visual company. We are looking for enthusiasm, ambition and a desire for success and reward. Experience of the audio visual industry is required with excellent remuneration possibilities for the right applicant. If you feel you are able to meet this criteria we would like to hear from you.

Please Reply to Box No 9327

### GRADUATE SALES

Base £10K inc YEAR OTE £22K  
Marker Leading IT Recruitment Consultancy seek a TRAINEE RECRUITMENT CONSULTANT with a degree (any discipline) and some 'real world' experience.

You must be hardworking, ambitious, professional (attitude and appearance), able to acquire and understand technical jargon and want to work in competitive market.

Call Simon Arber on 071-499-3886.



### The Sutton District Water Plc CHIEF ENGINEER

The Sutton District Water Plc, an independent water supply company serving some 300,000 customers in an area of 100sq. kms, south of London, is seeking to appoint a Chief Engineer. From 1993 the appointee will be responsible for all the engineering functions of the Company, reporting through the Managing Director to the Board on such matters.

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# A higher rate of interest in banking staff

After years of boom and bust, banking houses are at last appreciating that their greatest investment is in employees. Nick Kochan on a new mood of realism

The prospects for employment in the City are disconcertingly on the strength of the FT100 Index. When the index crashed in 1987, mass redundancies were implemented. Now that the index is riding high, City personnel directors as well as share traders are more bullish.

But, the optimism is tempered with a new caution. The investment bankers who used to take boom and bust in their stride are now seeking to use their human assets more efficiently, and management more professional.

Roger Steare of recruitment agency, Jonathan Wren Executive, says: "The best banks are those who realise that their most important assets are their people. After all, the payroll constitutes 70 per cent of an investment bank's cost. But there are still too many banks who see personnel as a welfare department — the department that gets rid of people."

Banks have reviewed their management selection procedures. Whereas once those who have proved themselves would move into executive jobs, now investment banks are beginning to grasp that the best traders do not necessarily make the best managers, and instead of promoting from within a firm, managers are being brought in.

One bank in London was reported recently to have appointed a head of equity sales and trading who knew nothing about equities on the strength of his ability to build businesses.

Remuneration policies have also changed markedly since the heyday of the 1980s. Although bonuses remain very much part of the culture, they are more likely to be

related to the performance of a group or department, than a single individual. This way, banks hope to encourage greater group loyalty.

"Sometimes you get management problems by having prima donnas, who might make a great deal of money but make it difficult for the whole unit to function properly," Mr Steare says. Nevertheless, a good trader can still expect to earn a bonus of six or even seven figures on top of his or her basic salary.

According to one headhunter,



Recruiter: Roger Steare

the City is back to salary levels of six or seven years ago. "We're placing some of the most experienced bond and futures traders in the City at basic salaries of under £100,000." For people with less than five years' experience, salaries range from £30,000 for a financial analyst, to £75,000 for a swaps trader.

Despite the upturn in optimism, City firms are being very cautious about expanding their staff, and many are still making selective redundancies. They are chopping a few at a time to do less damage to their image.

This leads one headhunter to say that "redundancy has become a permanent part of the City culture."

Paul Wilson, the manager of Michael Page City, reports that total numbers employed in the City are generally stagnant. He says that about a fifth of the workforce changes every year as a result of natural wastage.

In the current harsh environment, administrative and back office jobs are among the most vulnerable as innovations like the touch-screen, out-out paper-based settlement procedures. But corporate finance jobs are also on the line, as the City experiences a massive decline in business.

Some broadly based investment banks still see numbers of staff growing. A spokesman for the UK investment house, J Henry Schroder Wagg, says that its worldwide staff will grow from 3,400 to about 3,800 over the next two years.

Financial engineering and compliance staff are still in demand, say the recruiters. Ann Lawrence, head of research at headhunters Korn Ferry International, says: "We're getting a regular supply of requests for specific skills in areas such as asset securitisation, derivatives or swaps and options."

Internal policing departments are also being greatly expanded. Banks have had their fingers burnt too many times over scandals like Guinness and County NatWest to risk going without proper compliance officers to police their staff. Moreover, as computerisation makes risk-taking easier for traders and salesmen, the number of people employed in credit control, risk analysis and audit is increasing.

A spokesman for J Henry Schroder Wagg says: "Audit and risk compliance are growing because of legislation; what's more, recent frauds mean that we have to make sure we are whiter than



Headhunter: Ann Lawrence says there are requests for specific skills

white." Investment banks continue to recruit lawyers from leading City firms who have experience of the UK's financial regulatory system.

Banks continue to curb their recruitment of graduates, but headhunters say there is a pent-up demand which must eventually be satisfied with new recruitment drives. "There will soon be a very serious shortage of people in certain skilled areas. That will push salaries up dramatically," one recruiter predicts.

But, he finds that graduates who have read scare stories about banks' credibility and efficiency are now warier about joining the City. "They want to know that the bank

they're joining has got its act together. They want to make sure it's going to be there in five years."

One set of people whom the City will always hunt out with a vengeance and pay handsomely are the entrepreneurs. Roger Steare characterises them as "traders who are profitable, salesmen who can generate fee income, marketing people who can bring in clients. They have around three to four years' experience, and an average age of late twenties to early thirties."

Details: Jonathan Wren Executive, 1 New Street, London EC2M 5TP (071-623-1266). Korn Ferry International, 12 Buckingham Street, London WC2N 6DF (071-930-4334).

## LIFE AFTER REDUNDANCY

### History is a job you just left

Nobody likes to write-off friends and colleagues. But going back to see former workmates too soon after you have been made redundant can be a big mistake. "The best thing you can do is steer clear," says Peter Sweet, who found out the hard way when he was made redundant from his £45,000-a-year job at Lloyds of London. "People I'd worked with for years — some of whom I thought were my friends — didn't want to talk to me any more. It was embarrassing for them and for myself."

His experience is not unusual. Veronica Lane, a psychologist, says: "When someone is made redundant they are forced into a new phase of their life. It's best that they take stock of their new situation and come to terms with it before they go back to see the people they used to work with."

Part of that process is breaking the old routines. Unfortunately, some people hang on to the past. For Mr Sweet, old habits died hard. He found himself drawn to familiar haunts. "Monday came and I had no office to go to," he says.

"I thought about going back to the bars and restaurants at lunch time to see old colleagues. It took me a while to realise that I was no longer part of that world and that I actually made many of them feel uncomfortable. I had to come to terms with the fact that the 20 years I'd given to the company mattered to me, but not to anyone else."

"On balance, I think it's safer to stay away until you're established somewhere else," agrees John Courtis, the chairman of the Recruitment Society and an outplacement specialist. "Former colleagues need some time to get over the guilt they feel. So if you've got loose ends to tie up, for example, my advice would be to write a list, make an appointment and take care of outstanding business in a professional way. If you hover around like the

skeleton at the feast you could damage your references and credibility."

But for many people, staying away is impractical. Networks of contacts include former workmates and offer access to invaluable information about the job market which can be a lifeline for those who are out of work.

The problem with networking through former colleagues is one of maintaining regular contact without becoming a pest. In this context, the important thing, Mr Courtis says, is to be seen in a positive light by those still at the company rather than as someone who is unable to sever ties.

The first step is to put people at ease. Make an effort to bury the hatchet with people you didn't always see eye-to-eye with. And always see your post cards to sending thank-you post cards to people who were helpful while you were in the job can also be effective.

Veronica Lane recommends a period of re-evaluation before resuming contact with former workmates. "Often there is a natural pause when someone leaves a job," she says. "During that adjustment phase an individual will be coming to terms with their new situation. When they are ready to make contact with former colleagues, they should be clear why. Either it is resuming a friendship or keeping up a contact. It's helpful to both sides to know which."

Today, three years after he was made redundant and at the age of 61, Mr Sweet has retained in a new career making harpichords. He no longer worries about losing contact with his former City workmates. "Very few of my old business friends have stayed in touch," he says. "Those who have are my real friends. I'm much happier with the people I mix with now."

DESMOND DEARLOVE  
The author is business issues editor, the ITEM Group

The 20 years I'd given to the company mattered to me, but not to anyone else

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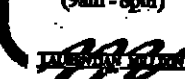
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## Strike-out move made too late

**Halliday v Shoemith and Another**  
Before Lord Justice Stocker and Lord Justice Beldam  
[Judgment June 30]

An application to strike out a defence on the grounds that it disclosed no reasonable cause of action or was vexatious and frivolous should not, in most exceptional circumstances, be entertained by the judge at the time of the opening of the trial of the action.

The Court of Appeal so held in allowing an appeal by the defendant, Mr Charles Victor Shoemith, from Mr Justice Mervyn Davies.

In October 1990, the judge had upheld an application by the plaintiff, Mr Gordon Halliday, made at the outset of the trial, to strike out the defence. An order was made remitting the case for trial by a different judge.

Mr Michael Nield, who did not appear below, for the defendant Mr Michael Soole for the plaintiff.

**LORD JUSTICE BELDAM** said that the defendant was the nephew of Ivy Sopp who had died in 1987 at the age of 84.

By a will that she had made in 1984 he had been named as her sole beneficiary.

By 1985 the plaintiff, a gas

meter reader, had become a regular visitor to Mrs Sopp's house and in 1986 she had executed a will leaving her estate to him.

By a writ issued in 1988 the plaintiff asked the court to pronounce in favour of that 1986 will. By a defence served in July 1989 the defendant contended that will, putting forward the 1984 will.

The case came before the judge on October 16, 1990 and, after it had been called on, Mr Soole made his application to strike out the defence on the grounds that it disclosed no reasonable cause of action or was vexatious and frivolous within the meaning of Order 18, rule 19 of the Rules of the Supreme Court.

Unfortunately an issue had since arisen, which the appellate court was not in a position to decide, as to whether counsel then appearing for the defendant had consented to the judge dealing with the application.

However the judge, clearly believing that counsel had consented, went on to consider the application and to look at documents including medical reports from doctors who had attended Mrs Sopp.

Basing himself on those reports, he struck out the defence, rejecting the defendant's suggestion that Mrs Sopp was not of sound mind when she made the 1986 will.

lacked knowledge, or was under undue influence. He held that the plaintiff succeeded in having the 1986 will upheld.

Mr Nield argued that the judge ought not to have entertained the striking-out application when the action was just about to be tried and the defendant had incurred all the costs of preparation for trial.

Mr Soole replied that Order 18, rule 19(1) of the Rules of the Supreme Court gave the court a discretion to strike out any pleading or anything in any pleading at any stage, even during the trial.

But, his Lordship said, unless counsel did clearly and unequivocally agree that the judge should hear the application, it was one which the judge had to approach at that stage with the greatest caution and he should only have acceded to it in the clearest and most obvious case.

Doubtless the judge thought that as the estate was not large it would be of benefit to all if he proceeded to hear the application on the basis of the evidence contained in the documents.

But to strike out the defence without giving the defendant the opportunity to support his allegations was a draconian step to take.

Such an application should be made at the earliest opportunity and the court should not hear it at the eleventh hour save in excep-

tional circumstances and on a valid explanation being given for the lateness in making it.

Mr Soole relied on *Ashmore v Corporation of Lloyd's* (The Times April 3, 1992) [1 WLR 446] where Lord Templeman, dealing with a suggestion that it was wrong for the court to take the conduct of the proceedings out of the hands of the plaintiff, said "the control of the proceedings rests with the judge and not with the plaintiff".

But in that case the trial judge had directed trial of a preliminary issue. The situations were not parallel.

Bearing in mind the difficulties faced by someone in the defendant's position in seeking to prove the matters concerned, it was not a case in which, in the interests of justice, the judge could properly exercise his discretion to strike out at so late a stage and his decision could not stand.

His Lordship went on to consider and to reject a submission by the plaintiff that even if the defendant had not consented to the application being heard, it was so clearly right that no judge could have exercised his discretion to permit the case to go to trial.

**LORD JUSTICE STOCKER** agreed. Solicitors: Triggs Turner, Guildford; Hart Brown & Co, Guildford.

**Depositors Protection Fund v Dalia and Another**  
Before Sir Donald Nicholls, Vice-Chancellor  
[Judgment July 3]

Assignees of deposits in an insolvent bank were entitled to claim compensation from the deposit protection fund where the assignments were made after the presentation of the petition to wind up the bank but before July 31, 1991 when the Banking Act 1987 (Meaning of Deposit) Order (SI 1991 No 1776) came into force.

Sir Donald Nicholls, Vice-Chancellor, so held on an originating summons issued in the Chancery Division by the Deposit Protection Board seeking relief against Mrs Varsha Dalia and Barclays Bank plc.

Mr John Jarvis, QC and Mr Jonathan Nash for the board; Lord Irvine of Lairg, QC and Mr Philip Sales for Mrs Dalia; Mr Michael Brindle, QC and Mr Bankim Thanki for Barclays Bank.

**THE VICE-CHANCELLOR** said that under the Banking Act 1987 there existed a deposit protection fund to alleviate hardship when a bank became insolvent. On the insolvency of a recognised bank or licensed institution a depositor was to be paid an amount equal to three quarters of the amount of his deposit limited to a maximum deposit of £20,000.

Thus a depositor owed £20,000 by an authorised institution which had failed could look to the deposit protection fund for £15,000. A depositor owed £100,000 or £50,000 or any other amount over £20,000 could likewise look to the board, but his claim also was limited to the same top figure of £15,000.

On July 5, 1991 the Bank of England presented a petition to wind up the Bank of Credit and Commerce International SA (BCCI), an authorised institution under the Act, on the ground that it was insolvent. Under section 59(1)(a) of the 1987 Act the relevant event in the case of a winding up by the court was the making of the winding-up order rather than the presentation of the petition.

Some depositors took steps to maximise the amount of payments from the deposit protection fund by assigning sums of £20,000 to various friends or relations who could each look to the fund for payment of £15,000 in respect of the £20,000 share of the deposit assigned to him.

That loophole was stopped by the Banking Act 1987 (Meaning of Deposit) Order 1991 made on July 30, 1991.

It provided that in future the definition of "deposit" in the Act excluded a sum to which a person became entitled, otherwise than by

operation of law, after presentation of a winding-up petition.

The question was whether the assignments made before the July 30 order did have their intended effect for compensation purposes. The first defendant was an assignee joined in the proceedings to represent all assignees. The second defendant was a contributor to the deposit fund under the 1987 Act.

The question raised was one of law, to be answered on the assumption that the assignments were valid transactions and that there was no understanding that an assignee would hold for the assignor any compensation received by him from the fund. The Deposit Protection Board, which administered the fund, had reserved the right to pursue such matters if that should become necessary.

The answer to the question was of general application and affected the validity of assignments made before winding up became an imminent prospect.

It was common ground that the assignments were not legal assignments within section 136 of the Law of Property Act 1925 but were effective as equitable assignments.

Section 58(1) of the 1987 Act provided: "... if at any time an institution becomes insolvent and at that time (b) it is an authorised institution: ... the board shall as soon as practicable pay out of the fund to each depositor who has a protected deposit with that institution an amount equal to three quarters of his protected deposit."

The Act contained no definition of "depositor" although, his Lordship believed, the word would naturally be read as meaning the person who made the deposit in question. Further, the wording of section 60(1) and (2) defining the expression "protected deposit" and section 60(6) excluding certain deposits for compensation purposes provided clear support for that view.

However, the wording of section 61 relating to deposits by trustees made it clear that it was the person entitled to the beneficial interest who was to be treated as

entitled to the deposit, and therefore the compensation, although he was not the depositor himself.

There was nothing in section 61 to suggest that the trust provision applied only if the trust existed at the time the deposit was made.

In his Lordship's judgment, where there was a legal assignment of the whole of a deposit, in writing and giving notice to the bank as required by section 136 of the Law of Property Act 1925, the assignee was the depositor for the purposes of compensation under the scheme.

In his view, it was inconceivable that Parliament intended that an assignee of the whole of a deposit under a statutory assignment should be in a worse position, for the purpose of the deposit protection scheme, than the beneficiary under a declaration of trust.

Indeed, the assignee ought, if anything, to be in a better position. As a statutory assignee, the legal right to the money in the account passed to him, he was entitled to all legal remedies to recover the money and he could give a good discharge to the bank without the concurrence of the assignor. The bank had to pay him and not the assignor.

A beneficiary under a declaration of trust was not so well placed. The bank would continue to deal with the trustee and, in the ordinary course, the deposit would be repaid by the bank to the trustee, not the beneficiary.

The essential purpose of the scheme was to pay compensation to those entitled to deposits in an insolvent bank.

If the original depositor had assigned his interest to an assignee, so that the assignee had become entitled to look at the bank for repayment, achievement of the legislative purpose required the assignee to be the person entitled to compensation.

Where part only of a deposit had been assigned, the assignment could only be equitable. Nevertheless for compensation purposes the position of such an assignee was the same.

His Lordship was confirmed in

his conclusions by the terms of the 1991 Order.

That provided: "For the purposes of sections 60, 61 and 62 of the Banking Act 1987 the definition of deposit in section 5 of the Act shall be treated as excluding any sum to which a person becomes entitled (otherwise than by operation of law), or comes to be treated as entitled for the purposes of section 58 and 60 of that Act, after a petition is presented for the winding up of an institution in respect of which such a petition had been presented before the date on which this Order comes into force, July 30, 1991."

The order excluded an entitlement arising, otherwise than by operation of law, after presentation of a winding-up petition.

Markedly, and deliberately, the order left untouched a deposit "to which a person becomes entitled (otherwise than by operation of law)" pre-presentation of a winding-up petition.

An assignment of a deposit, in whole or in part, made while a bank was trading normally was not struck down.

That difference in treatment between pre- and post-petition assignments was so stark that the inevitable conclusion was that pre-petition assignments were not intended to be outlawed. The order proceeded on the basis that "depositor" did embrace a person who did not make the deposit but who subsequently became entitled to it by operation of law or otherwise. The order was content that pre-petition assignments should still qualify for compensation under the scheme.

Accordingly, his Lordship would make a declaration to the effect that for the purposes of Part II of the Banking Act 1987, an assignee of part of a deposit as defined in section 5 was to be treated as entitled to the assigned part of the deposit and as having made a deposit of an amount equal to that part.

Solicitors: Clifford Chance; Ashurst Morris Crisp; Lovell White Durrant.

## Two-man tribunal properly constituted

**Comber v Harmony Inns Ltd**  
Before Mr Justice Wood, Mrs M. L. Boyle and Mr R. H. Phipps  
[Judgment June 24]

An industrial tribunal consisting of a chairman and one lay member was properly constituted for the purpose of hearing an application alleging unfair dismissal, although consent to the absence of one lay member had been given only by the applicant, the respondents having failed to enter an appearance.

The Employment Appeal Tribunal so held in allowing an appeal by the applicant, John Anthony Comber, from the decision of the chairman, of the London (South) industrial tribunal.

The chairman had issued a certificate of correction deeming null and void, for lack of jurisdiction, the tribunal's decision that Mr Comber had been unfairly dismissed by the respondents, Harmony Inns Ltd.

Mr Anthony Bradley for the Mr Comber, the respondents in person.

**MR JUSTICE WOOD** said that rule 9(9) of the Industrial Tribunals (Rules of Procedure) Regulations (SI 1985 No 16),

under which the certificate of correction was made, did not apply to a situation where the problem was whether a tribunal had been properly constituted and, therefore, whether there was jurisdiction to make a decision.

The validity of the tribunal's decision depended on a proper construction of regulation 5(1) of the Industrial Tribunals (England and Wales) Regulations (SI 1965 No 1101), as substituted by the Industrial Tribunals (England and Wales) (Amendment) Regula-

tions (SI 1967 No 301), and rule 3 of the 1985 Regulations.

Under rule 3 if no appearance was entered the respondent had no right to take part in the proceedings, except for a few limited matters.

Regulation 5(1) provided that "an appeal", which should be taken to include applications before the industrial tribunal, "may, with the consent of the parties, be heard in the absence of" one lay member.

Clearly, it would be preferable in

circumstances such as had arisen in the present case, where one lay member had failed to arrive for the hearing, for the hearing to be adjourned.

But, on a strict understanding of the regulation, if the respondent was not entitled to take any part then he should not be considered to be a party to the hearing for which consent was given for the tribunal to consist of a chairman and one lay member.

Solicitors: Gordon Doctors & Walton, Walthow.

## Visitors not 'resident'

**Cotgreave and Another v Cheshire County Council**

Elderly people who came with their carers only during the day to a residential home registered under the Registered Homes Act 1984 were not "resident" there.

The Queen's Bench Divisional Court (Lord Justice Watkins and Lord Justice McCowan) so held on June 22 in allowing an appeal by way of case stated brought by Roy Cotgreave and Maureen Cotgreave against their conviction by the Ellesmere Port Magistrates Court on October 30, 1990 of four

offences under the 1984 Act.

**LORD JUSTICE MCCOWAN** said that the defendants were charged, *inter alia*, with carrying on a home on November 23, 1989 at Hinderton Mount Residential Home, Neston, Cheshire, in that the number of persons for whom residential accommodation with board and personal care was provided as contained in the registration certificate was exceeded.

The justices found that on November 23 there were 21 elderly residents in the home for

whom accommodation with board and care was being provided and that there were also 10 day-patients with five carers from the Hoylake Cottage Hospital, which was shut temporarily.

The justices found that overnight accommodation was not required to establish residence and that having been satisfied that the day patients were resident it followed that the certificated number of 27 had been exceeded.

In his Lordship's judgment, those 10 people were not resident and the appeal would be allowed.

## Manifest intention of judge

**Meuninger-IRO GmbH v Trip-Lite Ltd**

The court associate had no power to give effect to what he might believe to have been the judge's manifest, but unexpressed, intention by inserting words into an order of the court.

Mr Justice Aldous so held in the Chancery Division on June 24 in granting a motion by the defendants to amend under the "slip rule" orders entered in two actions in the Chancery Division (Patents

Court) on January 23, 1992, purporting to record orders made by him on January 16, 1991, when granting the defendant's application to adjourn the hearing and ordering it to "forthwith" pay to the plaintiff the costs of the said adjournment on the indemnity basis such costs to be taxed forthwith if not agreed."

**HIS LORDSHIP** said that the plaintiff's solicitors had, before drafting the orders as entered, consulted the associate whose view

had been that the court had intended to make a penal order in respect of which the practice was to specify taxation and payment "forthwith". But it was his Lordship's own task to decide what his manifest intention had been.

Since his Lordship could not remember what his intention was, the best evidence of it was the tape recording, which showed he had not used the word "forthwith". The orders as entered were amended so as to delete the words added.

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